Editorial Comment

Revised price ruling on drugs and cosmetics expected

Recent discussions held in New York with representatives of the drug and cosmetic industries and of the Office of Price Administration have dealt with the advisability of the revision of automatic pricing regulations whereby manufacturers of drugs and cosmetics will be permitted to force price reductions on their products through all the different stages of distribution down to the ultimate consumer.

The existing regulations provide for setting prices on new products, packaged drugs which have undergone changes due to the war-time supply situation and changes in package sizes. However, the rulings have not provided any simple method whereby manufacturers electing to make price reductions can be assured this reduction will be passed on to the consumer through to the wholesaler, and on to the retailer.

If the regulation offered for discussion materializes manufacturers will be allowed to alter their price schedules with the same facility that maximum price regulation 393 permits in other types of price changes. These schedules of cuts after being filed with the OPA would become effective automatically after 20 days if no objection is entered by OPA.

While competitive pressure would undoubtedly insure the passing on of price reductions in metropolitan areas, this might not maintain in small towns. Retailers might take advantage of the lower price to provide a greater margin of profit for themselves, one cosmetic representative stated. He further remarked that the setting of price levels on their products through to the retailers will enable manufacturers to curtail this latter practice so that price ceilings are observed.

Trade names for the duration for our readers information

Heretofore in technical discussions it has been correct form to use scientific chemical names only. However the present shortage of many chemical materials has led to the rapid development and use of specialties of undisclosed formulas which are now freely mentioned by their trade names in the editorial pages of leading scientific journals. This practice seems advisable in order to keep our readers advised of the developments in these "Trade-Name" specialties.

the American Perfumer and ESSENTIAL OIL REVIEW

COSMETICS · SOAPS · FLAVORS

EST. 1906

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Where Experience and Organization Prove Their Value

Developing with the growth and the progress of the industry the past few decades, the A. C. Drury organization has been a prime factor in the distribution of raw materials and essential oils for the cosmetic, perfume and soap trades.

It is natural that we know what manufacturers in our industrial scope need and can use.

Likewise, over the years we have enjoyed the best and most reliable connections both in America and abroad and have acquired an intricate knowledge of where to secure these materials and specialties, which is valuable to our customers, particularly in the present uncertain market.

That we have been successful in our operations is due largely to the fact that many of our customers regard us as a part of their organization. They give us their confidence—tell us their problems and just what item or items they lack, etc.

In fact, some regard us as their special purchasing agent. We welcome that relationship. It puts us to a test and results have been many times mutually helpful and profitable. Those we serve know this. Perhaps we may be able to serve *you*.

★

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A. C. DRURY & CO., INC.

219 EAST NORTH WATER STREET • CHICAGO, ILLINOIS

desiderata

Comment on interesting new chemical developments and their application to cosmetics and toiletries.

by MAISON G. DENAVARRE

AGAR SUBSTITUTES

Two outstanding products have been developed to replace agar, even for bacteriological media. One is made from pectin and is called a sodium-ammonium pectate. The other is derived from Irish moss, farmed on the Atlantic coast. Much could be written about each product in this column, but unless the complete information be given, it would only be confusing. The makers of each product supply complete data on their respective agar replacement. First we beat the Japs on silk over which they had a monopoly. Then on menthol when we made it synthetically from Java citronella oil, and now on agar which the Japs likewise monopolized. It is doubtful if these things will ever go back to Japan.

FIBER SUBSTITUTES FOR STRAPPING

With steel strapping getting difficult to get, one company has produced a 0.75-inch fiber tape, in 700-foot rolls for strapping packages that weigh 90 pounds or less. It has only one per cent elongation, is water repellent and has a tensile strength of 13,500 pounds per square inch. It can be used in various types of steel binders, although a special one has been designed for it.

DEODORIZING ISOPROPYL ALCOHOL

Everyone is trying to get rid of the terrible odor of isopropyl alcohol. One company offers a specially treated isopropyl that is quite free of the bad odor. But it is easy to deodorize your own. Add about one-half of one per

cent of deodorizing carbon, warm up the alcohol and filter. It becomes practically odorless and will be easily perfumed with any perfume material. Age as long as possible with perfume before bottling. Add as much water as the product will stand. All these moves will minimize the odor. When done right, it is just about as odorless as ordinary denatured alcohol. That's no fooling either.

PERFUMERY INGREDIENT

Sold under a trade name, the phenylethyl acetal of phenylacetaldehyde is used as an addition to all types of floral odors in concentrations of from one to five per cent, directly to the compound. Price is nominal too.

MENTHOL REPLACEMENT

Meta-homo-menthol is being offered as a material having similar properties to regular menthol. It can probably do the job in a lot of ways without the high cost of the real thing. It is not official nor can it be used in official preparations. But there are a lot of other uses where it may give interesting results.

SUN-SCREENING INGREDIENT

With the shortage of menthyl salicylate, popular sun-screening material, the supplier now offers meta-homo-menthyl salicylate, at about the same price, and to be used in the same way. It is a liquid with a pleasant refreshing odor that can be used in oils and other suntan products.

GLYCERIN REPLACEMENTS

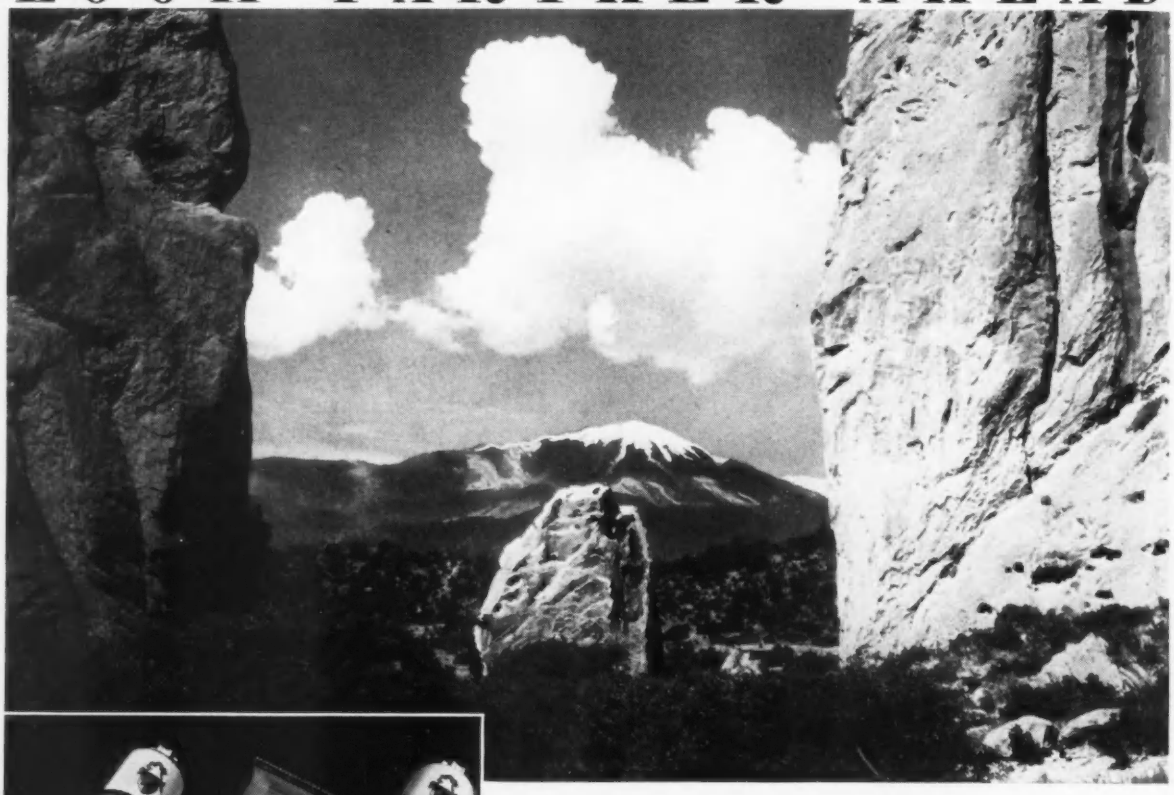
With the shortage of glycerin for use in toilet goods, and with the simultaneous announcement of "apple honey" the glorified name for apple *syrup*, many manufacturers of toilet goods thought this material might be a suitable replacement. Two kinds of apple syrup are made. One has less calcium than the other. Neither is really desirable for use in cosmetic products. It might work in dentifrices, but it will pose some interesting problems. Besides, the tobacco boys have it pretty well sewn up, not to mention that it is available in quite limited supply.

One manufacturer has gone at this problem in a rather unusual way. His results are very interesting. The work is being kept quiet for the moment, but it is hoped that something can be said soon. If so, the AMERICAN PERFUMER hopes to run an article on the results of these researches. With one stroke, two major shortages in tooth-paste production will have been overcome, namely; foaming agent and tooth-paste body.

SWEATING OF LIPSTICK

Lipstick sweating if packaged in plastic closure has been a real headache. Many have experienced it. Some have solved it, but no one has given a really tenable explanation of the phenomenon. There is really very little free acetic anhydride in the cellulose acetate used for making such containers. It probably exists as acetic acid, which is notable for its comparative non-reactivity with fats. What then takes place? If you have any ideas, let's have them. When we get a few explanations, it

LOOK FARTHER AHEAD



Sheffalloy TRADE MARK REGISTERED TUBES

SHEFFIELD PROCESS

Sheffalloy Tubes are now in Greater Demand than Ever!

THE army and navy, with highest priority ratings, are using ever greater quantities of New England SHEFFALLOY Tubes. The extra measure of protection these tougher tubes can give makes them ideal containers for essential pharmaceutical and medicinal ointments, even when shipped and used in the world's most rigorous climates.

That's why it becomes more and more difficult to give our customers the kind of service they need and we would like to give. Although production has broken all records, it is still not enough for prompt shipments on low or unrated orders. So . . LOOK FARTHER AHEAD than ever . . anticipate delays in your shipments, and remember the extra toughness and protection only Sheffalloy Tubes can give makes them worth the waiting *if* we are slow to ship.

NEW ENGLAND COLLAPSIBLE TUBE COMPANY

3132 SO. CANAL STREET, CHICAGO • NEW LONDON, CONN. • W. K. SHEFFIELD, 500 FIFTH AVENUE, NEW YORK
THE WILCO COMPANY, 6800 McKINLEY AVENUE, LOS ANGELES, CAL.

would be interesting to publish them as a forum—no names being used. Understand, we are interested in knowing *why* it happens and not *how* to solve it. because a lot of people know how to solve lipstick sweating if packaged in cellulose acetate.

CREAM COLOGNES

One of the reasons—among others—why cream colognes seem to get weaker in smell on ageing is that the soap used in the emulsion slowly reacts with the perfume. You have a problem here much the same as in making soap perfume, since so much soap is often present in a cream cologne. Alkali stable perfumes must be used for best results.

PRODUCT CONTROL

Two recent mishaps in the field of drugs bring the problem of factory control right to the front. In each case of the drugs, the product carried a serial number and was hence traceable through the usual channels. Too often, this is not true of cosmetics.

Of course serial marking each jar or bottle is an extra costly operation if you are a small manufacturer. In any case it is an added expense, just like life insurance. Serial or lot numbers never pay off unless you are in trouble. And then, if you use them, you thank heaven you can follow up the particular lot. If you don't use them, you wish you did.

In addition to the serial or lot number on the labelling, or elsewhere, there should be a batch card *for each batch made;* not just a product card or formula card, but a separate batch card. On this card should be noted any special peculiarities of the batch during manufacture as well as the batch weight after manufacture — just another way to check and be sure that everything is in the batch. Set aside at least one jar or bottle from each batch for future reference. Use another to check the batch against the standards. Note the similarity or difference on the batch card. If the product lends itself to ready analysis, a partial analysis should be made and a separate record kept of this, marking the analysis number on the batch card.

For final protection, the serial or lot number should be entered in the stock book. The shipping department should note it on the invoices, a record placed in the stock book, and the merchandise let go. In this way, you can trace a batch right to the man to whom it was sent. It is a lot of work, but if you are going to stay in this business, there is only one right way of doing it, and that is to have a control over your product from the time it is made right up to the man who buys it.

Questions and Answers

461 COLD CREAM MANUFACTURE

Q.: We require a better manufacturing method for mass production of cold and vanishing creams totaling about a half million jars for each month. We have received some information from another magazine, but we are not satisfied with it. Give full particulars regarding Raw Materials, the best manufacturing process, and machinery required.

I. D., India.

A.: We do not know whether the materials required are available in India. The best materials for producing cold cream are mineral oil of light viscosity, ceresin, borax and water. Other ingredients can be added, but are not required except for special effects. For the manufacture of vanishing creams you will require stearic acid, sodium and potassium hydroxide, water and a plasticizer or humectant, such as glycerin or propylene glycol. No other materials are required. The best process for making cold creams is to manufacture the emulsion on one day and allow it to set until the following day to be remixed prior to packaging.

Vanishing creams are best when made by this process, too. However, it is more economical to make hot, pour cold, as with vanishing creams, since there is no second operation; no time is lost. Cold creams are poured at around 40 to 45 deg. C., while vanishing cream usually has to be poured around 60 deg. C. or so if it is fluid enough, otherwise the temperature may have to be higher. As far as equipment is concerned, you will require kettles for melting and heating your ingredients, a mixer with multiple blades and, if you are going to hot pour, you will have to have a jacketed-heated hopper into which the creams are poured from the mixing tanks. The jars are filled from this hopper. You will also need a belt conveyor onto which the creams are placed. The conveyor should be so arranged as to allow the creams to go back and forth several times, which will constitute the cooling cycle. When they reach the other end they may be capped either by hand or machinery. If the creams are cold packed you will require a cold, paste, cream-type filler. You will not need the cooling lines, for the cream can be capped directly. Under separate cover we are sending you a rough sketch of such a set-up with names of suppliers or equipment that you might find useful in improving your process.

462 DIACETYL IN BAKING

Q.: How much diacetyl and acetyl methylcarbinol would you put into a formula of say 100 pounds of natural fat for baking, or even to butter itself?

M. C.—Ohio.

A.: While it is true that diacetyl is used in flavoring compounds simulating butter flavor, keep in mind that the aroma and taste of butter are not due entirely to either diacetyl or its parent substance, acetyl methylcarbinol. Ordinary artificial butter flavors consist largely of diacetyl, together with various butyrates, acetyl methylcarbinol and even some butyric acid, dissolved in triacetin or a vegetable oil. We do not know just how much of such material is used per hundred pounds of fat since the flavor value of each compound varies greatly. We suggest you get in touch with suppliers of these compounds, some of whom are advertisers in the American Perfumer.

463 PERFUME MANUFACTURE

Q.: When perfume oil is dissolved in alcohol, how long should it remain at room temperature? how long in the refrigerator? What temperature should be maintained in the refrigerator for this purpose?

P. E., Indiana.

A.: Ordinarily, once the perfume oil is dissolved in the alcohol it is immediately placed in a refrigerator maintained slightly above the freezing point of water; namely, 35-40 deg. F. It is kept there at least overnight or until no further precipitation takes place on additional cooling. This will vary with each perfume compound, since no general opinion is given.

464 TO MAKE SKIN LOTION

Q.: Will you please advise how to make rolling type of skin lotion? Also, will you please give us the name of a manufacturer who can furnish a replacement for castor oil for use in making an oil type hair dressing?

K. A., Maine.

A.: The rolling type lotion can be made for any mineral oil emulsion by replacing the mineral oil with paraffin. As for the castor oil replacement, that has been mentioned in the American Perfumer on several occasions, but we are sending you the information under separate cover.

Reliability—Theme Song of Ogilvie Sisters' Success

Reliability has been the guiding factor in the successful development of the business . . . Theirs is the perfect example of success through the simple presentation of a needed service

by CLARA OGILVIE
President of Ogilvie Sisters Laboratories, Inc., New York, N. Y.

RELIABILITY has been the basis for the development of the Ogilvie Sisters into one of the foremost hair specialists of the world. This characteristic, indispensable in building any business, has been practiced since the day Miss Jessica Ogilvie, carrying her formula, Tonic for Oily Hair, arrived in New York, down to the present day.

The New York salon of today, the Washington salon and the Paris salon of pre-war days are a far cry from the days when Miss Jessica visited people's homes teaching them the care of their hair. But from that time to the present, the main thought in back of promoting the salon, of promoting the line of products has been one of dependability.

Jessica Ogilvie
Founder

Clara Ogilvie
President

IMPORTANCE OF TRAINED WOMEN

In the United States and in Canada, where the hair and scalp preparations are also manufactured, Ogilvie Sisters place emphasis, as they have always done, on the training of women who will in turn train others in the use of Ogilvie preparations. Whoever meets the public in the name of Ogilvie Sisters must know Ogilvie Sisters' line backwards and forwards. The sisters have demonstrated to their own satisfaction that well-trained representatives and skilled supervisors insure superior operators and sales people.

In the education of people to the technique of home care, Ogilvie Sisters were pioneers. To them the selling of hair preparations to persons ignorant of their use or likely to misuse them is far worse than no sale at all. From the point of view of sales psychology this is a sound basis for selling. It eliminates the possibility of the occasionally hostile reaction to high-pressure methods, and sharply reduces the number of consumers, who, through undirected use of a product, obtain bad or useless results and are thus permanently alienated.

REPRESENTATIVES ARE EXPERTS

Ogilvie representatives are not merely saleswomen. They are expert consultants on hair and scalp care and treatment. They can and do train beauty operators and sales clerks in the correct Ogilvie method and approved sales presentation. The selling principle which is taught to all who work for Ogilvie Sisters is that they must sell not a product but an idea.

A great deal has been said about the psychological bases underlying varying concepts of the sales approach. In the

Complete treatment line developed since the days when Jessica arrived with one formula

case of Ogilvie Sisters, who are not theorists, this principle evolved from a lifetime of experience with human beings. Years of observation, of classifying reactions and established attitudes taught them a practical truth which is today well known among those who face the public as salesmen.

In brief, Ogilvie Sisters realized that the consumer is not always easily persuaded to buy, even though he be confronted by the product or a visual impression of it, backed up by the recommendation of others who have benefited by its use. In establishing rapport with the buyer, the salesman will get better results if he is able to relate his product to the unexpressed wants of his listener. Only in that way can he open the reservoir of positive emotion which sometimes results from the association of ideas. You don't want to sell your prospect a jar of Creme-Set, because, in all honesty, she may not want a jar of Creme-Set. She can, however, be sold something she does want—a way of making herself more beautiful, twice as irresistible, etc. Of course, the lady may feel quite well satisfied with the state of her hair ends. In spite of that, when more than one product is being presented, some association on the part of the buyer may make her a snap sale for a different item. She may like her hair ends as they are, but now that she thinks of it, Jane Doe has terrible hair ends but the softest hair in the world. Her own hair appears harsh and dry looking. Perhaps you'd know something she could use?

When both knowledge and teaching ability on the part of the representative are added to this method of selling your contact is likely to be a pretty good one.

PROMOTION THROUGH LECTURES

Lectures, articles and countless personal appearances have grown to be one of the most invaluable methods of broadcasting the Ogilvie products and their use not only throughout the United States but throughout Canada and several Continents. It was energetic Gladys who first undertook this important phase of promotion.

THE PARIS SALON

After the last war the demand for a Paris location was so great that two more of this famous family were dispatched to open a salon on the Rue de la Paix. With sound American instinct for novelty the pioneer pair played up the little balconies of their Paris salon inviting tired Americans and Europeans to have their hair brushed and dried in the sun and air. No less intriguing was the view from these little balconies, looking up the busy Rue de la Paix with the Place de la Concorde in the background.

RETAIL DEMAND

Because of the merit of their products, retail demand for Ogilvie Sisters' line grew rapidly. Brother Bill had entered the business and on him and Jack Curry, Miss Anne's husband, fell much of the responsibility of making business contacts outside of the salons. Within the last 20 years Ogilvie Sisters has gradually achieved national distribution in department stores, drug stores and beauty shops throughout the United States and Canada. The name is today known as a symbol of quality in France, England, Australia, the Bahamas, Hawaii, Porto Rico, the Philippines and even in the Virgin Islands. When the war is over, so well has the name of Ogilvie been established that Ogilvie Sisters expect to take up where they left off with little difficulty in many of the regained territories.

" . . . from little acorns grow."

THE last words of the mother of the seven Ogilvie Sisters and their one brother were, "The clan Ogilvie must stand together." They have heeded these instructions. It was Miss Jessica Ogilvie who, leaving her six sisters and brother behind her in California, came to New York to lay the foundation of the now famous business of Ogilvie Sisters. Later the participation of every one of them was required to build this successful service from the formula, "Tonic for Oily Hair," a preparation which had been tried on the entire clan.

At first, Miss Jessica went to peoples' homes, gave them scalp treatments and taught them how to care for their hair.

Miss Jessica claimed no cure-all for her tonic. She knew what it would and would not do, but she spent her waking and sleeping hours thinking of means to overcome her clients' problems. Her efforts were rewarded by a word-of-mouth advertising campaign that contributed much to the building of the well-known house.

So successful had been the merchandising of her service and her preparations that Miss Jessica sent for her sister, Miss Clara, to come from San Francisco and together they opened a small office, the beginning of the Fifth Ave. salon.

The persistence with which Miss Jessica and Miss Clara held to the "truth in advertising" in the early days of their development emphasized the integrity of these two sisters and created a confidence that has lived throughout the development.

Simplicity too was their watchword. Accordingly the three products composing the line were named simply: Tonic for Oily hair: Tonic for Dry Hair, and Special Hair Preparation, for neither oily nor dry hair, but dull and lacking in vitality.

The ever-widening clientele brought a demand for the products in the stores, a demand which could not be ignored, so other members of the family were drafted into service: Miss Anne as head of the New York salon: Miss Elizabeth for the Washington salon: Misses Georgina and Beth for Paris: Miss Gladys for lectures and Brother Bill with John Curry, Miss Anne's husband, delegated to the handling and promoting of the business end.

DEPARTMENT STORE OPERATIONS

Of course the salon is the *pièce de résistance* of their business and receives the concerted efforts of the group in promotion, and through large chains of concessionaires operating department store beauty shops their hair preparations are used and sold in hundreds of such salons throughout the country.

The 63 paid representatives of Ogilvie Sisters in beauty salon and department stores are not "clock punchers." They have been known to do some of their instructing after working hours—in cases where the beauty shop operators, eager to improve their work, could make only evening appointments. On the representative rests the responsibility for teaching accurate diagnostic ability, proper application of hair and scalp preparations, correct manipulative practice, the technique of massage and stimulative brushing.

When an operator or a saleswoman has successfully completed her instruc-

Brushing and drying the hair in the sun, a smart novelty feature of the Ogilvie Sisters Paris Salon, located on the Rue de la Paix looking toward the Place de la Concorde in background

.ion, the representative will award her an Ogilvie Sisters Certificate which testifies to her ability. This award is very highly regarded, and understandably so, since it is given only after extensive practice and checking by her traveling supervisors.

NEEDS, NOT VOLUME, SALES IDEA

It can be seen that the taking of orders is but a small part of the representative's job. Incidentally, before an order is written these people are under instructions to check the retailer's stock and fill in with only enough merchandise for their individual needs. This is another good reason why Ogilvie Sisters' preparations are never shelf ornaments—the items move quickly and, because they are in some cases of medicinal value in hair and scalp treatment, a certain sales volume is assured.

The training mentioned above is not confined to the beauty salons. There are representatives in the toilet goods departments of all leading department stores selling Ogilvie Sisters' preparations. These women are paid by Ogilvie Sisters and are trained to advise customers on the correct choice and proper application of the preparations. Every representative who sells Ogilvie preparations is prepared to give her customers the true facts concerning Ogilvie Sisters' products.

Aside from the representatives, there are ten Ogilvie saleswomen traveling the United States and two in Canada. There are also three salesmen in the United States, largely handling the large volume of retail drug accounts held by Ogilvie Sisters.

WEEKLY SALES REPORTS

All representatives and salespeople submit reports on sales volume, on accounts visited, and, in addition, an itemized weekly sales analysis. From the latter may be seen those items most in demand, or, where an item is static, areas and stores may be checked, a reason unearthed and a remedy advised.

Those reports plus the weekly sales analysis present a satisfactory over-all picture of merchandising efficiency. Interpretation of this material is made by the sales promotion department. Working closely with the advertising department, sales promotion points out weak areas which must be better supported in pushing sales. Although Ogilvie Sisters provides for cooperative advertising up to five per cent of a store's net purchases, such areas may be reinforced with advertising material other than the mats Ogilvie Sisters customarily sends. Counter cards, display groups, booklets and leaflets are available to the advertisers. This cooperative advertising method has proved most satisfactory. One reason for this seems to be that the retail advertising departments are better able to judge local appeal and so make a wiser choice of media. Not to be forgotten is the fact that space obtained in this manner will be at local rather than national advertising rates.

Ogilvie Sisters has always believed in the efficacy of widespread advertising. National magazine publication appearance has been very successful. Copy testing by means of cued ad insertions has borne out the conviction of the Ogilvie Sisters that people are interested in plain, down-to-earth presentation of product merit and its relation to the reader rather than superficial fanfare.

QUALITY BASIS OF SALES

Although hair and scalp preparations of Ogilvie Sisters have long been regarded as items aimed at the "class" market, this is definitely but a part of the truth. The fact is that the preparations have sold on a quality basis to men and women of all classes. No longer does the demand for these products come from either one class or one sex.

CATERING TO MEN

The opening of the Ogilvie Method Shop for men at 50 East 42nd Street, in 1936, rapidly built up the now substantial sales of preparations for men's use.

Since the advent of war brought with it a general income level rise, individual requests for merchandise have become even more widespread. There has been, in addition, a sharp upswing in the consistent rise of retail volume demand. Many of these demands cannot be translated into sales, since war has necessitated cutting orders. Hit by the alcohol shortage, Ogilvie Sisters has successfully transferred emphasis from the alcohol-containing products to others in the manufacture of which priority material is not required.

Contrary to custom, Ogilvie Sisters do not allocate orders on the basis of past dealings, but work to supply, even in reduced amounts, orders from accounts as they are received. Understandably no new contacts are pursued at a time when the supply of existing accounts with full merchandise is out of the question. Regardless of the record of purchases Ogilvie Sisters believe it is wise and fair policy to maintain as well as possible their supply to loyal accounts, large or small.

The seven daughters and one son of Catherine and John Ogilvie have stayed together. No family has ever been more closely united. Each of them has contributed materially to the building of this well-known house and to the development of much needed hair preparations.

A TRIBUTE TO THE FOUNDER

The burden of glamour fortunately has laid lightly on the shoulders of Miss Jessica, the founder of the line. She has shared her honors with all of the family. As head of the business which started from the "Tonic for Oily Hair," Miss Jessica fits the role well. A highly attractive, well-groomed, well-bred, charming American woman combined with a keen business sense coupled with good judgment and fairness to all, Miss Jessica commands the respect and devotion of her many employees, and the admiration of all with whom she comes in contact.

It is often hard to keep a family together under normal circumstances, but to keep them together and happy in business has taken the best of natures and fair play and judgment.

THE WAR PARADE OF ESSENTIAL OILS AND AROMATICS

As Compiled From Authoritative Market Sources

The *fifth* of a series—

Available oils shrink progressively — Growing of aromatic plants in the Americas is fostered — Post-war conditions and other factors cloud future — yet some definite progress is made in certain oils. The *sixth* instalment will appear in the October issue.

Harland J. Wright
Publisher

SINCE the actual entry of the United States into the war, difficulties facing the essential oil houses had increased and multiplied progressively in their economic functions of supplying the perfume, cosmetic, soap, pharmaceutical, food, beverage and confectionery industries.

The problem of developing substitutes applied now, not only for a few oils, but for practically all of the formerly imported oils with the added and tremendous difficulty that there were then only a very few oils and synthetics left as starting material. The available tools had shrunk to a pitifully small number. Even the strictly chemical synthetics, as derived from coal tar products, had become rare because of government priorities and restrictions on basic chemicals.

GROWING OF AROMATIC PLANTS IN THE AMERICAS

Still, the essential oil chemists fought on, developing substitutes for cassia, star anise and many others. But the formulas became simpler and those already existing had to be modified, conforming with the new government policy toward greater simplification. Consumers' reaction remained understanding and tolerant; cooperation between suppliers of raw materials and manufacturers of finished goods became even closer than before. Everyone realized that the new substitutes were developed under great stress and could not compare with the natural oils. Still they served their purpose under existing conditions, and permitted the manufacturers at least to continue operation.

Hand in hand with the laboratory work of the perfume and flavor chemists went another development of more fundamental character which, in some cases, will undoubtedly exercise a deep and lasting effect upon the whole essential oil industry. We refer here to the efforts of growing in the Western Hemisphere some of the aromatic plants, the oils of which were formerly imported from abroad. The idea was to make the Americas independent of the outside world. Much has been written and said to this effect and many a glowing picture has been painted—alas!—mostly by men not, or only insufficiently, familiar with the actual conditions prevailing in our industry.

It is easy enough to point out the fact that our crude drug, spice and essential oil industries yearly import raw materials worth millions of dollars and that these sums should be spent to better advantage at home for the benefit of the North American farmers or the good neighbors south of the border. Before even discussing the possibilities of developing domestic crude drug, spice and essential oil industries, we must decide what our policy is going to be in the years of peace to come. Will the Western Hemisphere become self-sustaining, isolated from the rest of the world, following merely a good neighbor policy with Central and South American countries? Or will we return to some form of free interchange of goods with all countries of the world, buying where raw materials are produced cheapest because of natural conditions and low-priced labor, exporting, in exchange, the products of our own industries?

CLIMATE—SOIL—COSTS—LACK OF EXPERIENCE

It should not be forgotten that some aromatic and most spice plants require years to grow—not to speak of the difficulties which must be solved before actual planting. Climatic conditions, the character and composition of the soil, the available supply of labor and labor costs are prime factors

in production of suitable and marketable oils. We do not yet possess the actual experience in growing, cultivating, harvesting and processing these highly specialized crops. Undoubtedly many difficulties can be overcome, thanks to the splendid pioneer work of our Department of Agriculture. However, prices of aromatic and condiment plants and their oils will probably return to their old low levels relatively as soon as the former trade routes are re-established. Besides, in many producing regions abroad, large stocks have probably accumulated during the present period of trade stagnation and these stocks, when reaching our market, will surely exert a depressing effect upon prices. Therefore, greatest caution is advisable against over-optimistic estimates of domestic production.

PRICE STABILITY DOUBTFUL

The essential oil houses are unanimous in condemning abnormally high prices because they induce over-production. It only leads to catastrophic low prices, discouraging the growers and resulting often in the abandonment of crops. Who dares to guarantee North and South American growers postwar prices sufficiently high to remain competitive even against foreign production which is invariably based upon low labor cost? Who guarantees that the United States and the Western Hemisphere, in general, will be protected by high customs tariffs?

Still quite some progress has been made lately in the various parts of temperate North America and tropical Central and South America. The United States has started to produce certain condiment plants, such as parsley, celery, savory and especially dill, the oils of which in former years reached our country only from central Europe. These domestic industries, however, can exist only because of the employment of agricultural machinery; in other words, because not much labor is involved. It is a most alarming fact that our agriculture today is currently suffering from a serious shortage of labor which concerns even the growing of vital foods. No serious grower would, under present conditions, even think of starting crops which depend upon hand labor; as, for instance, the harvesting of jasmine, tuberose and other flowers requires. Neither can a farmer be easily induced to plant biennial crops because there is no guarantee as to the prevailing prices a year or two from now.

USE OF MACHINERY FOR IMPORTANT PRODUCTION

Wherever large-scale production by machinery is possible, the United States has made great progress, even during the pre-war years. We succeeded in developing a sweet orange and lemon oil industry second to none in regard to capacity of production, quality and uniformity of the oils. Today, California can supply our entire domestic requirements for lemon oil and even the British Empire with our surplus. If necessary, the orange oil production of Florida and Texas could be expanded greatly and the production of oil of grapefruit has only started. Our peppermint oil industry in the Middle West has developed tremendously but cannot compete with Japan as far as the isolation of menthol is concerned because the domestic oil simply does not contain sufficient menthol. West Indies lime oil represents one of the most important flavoring oils, indispensable in certain soft drinks. During the last few years the quality of the Mexican lime oil, formerly considered inferior, has been greatly improved; its production is increasing.

Picking jonquils from a field at Grasse in Southern France

One of the most interesting developments is that of lemongrass oil, which formerly came from British East India and Madagascar, but is now being produced in Florida, Guatemala, Honduras, Haiti and Brazil. In fact, lemongrass oil production in the Western Hemisphere is potentially large as the plant material occurs wild in many parts of Central and South America. It is not too difficult to start regular plantations from wild stocks. This, however, does not hold true for citronella, which requires considerable care, being a more delicate plant. The oil is produced mainly in Java but substantial amounts were lately distilled in Guatemala.

The production of linaloe oil in Mexico has remained about the same as in former years, while that of oil bois de rose in Brazil is handicapped, native labor in the Amazon Basin being required now for the collecting of rubber and the cutting of wood for war requirements. During the last few years, Brazil has been shipping considerable amounts of oil of sweet orange replacing the oil which formerly came from French Guinea. Oil of petitgrain Paraguay is still reaching our market but suffers, like all South American oils, from shortage of shipping space. The corresponding oil produced lately on the Island of Haiti is of higher quality, comparable to that from the Grasse region. The so-called Brazilian bergamot oil which about a year or two ago created quite a stir in our industry, was found to be a compound composed of different citrus oils.

(*Continued in October issue*)

Short Adages

by R. O'MATTICK

THERE has been a very friendly and cooperative spirit this summer at the laboratories of Dr. Rowmateral. Despite the great shortage of help, everyone has managed to have some vacation. While the brash young man who washes the beakers and bottles that the good Doctor messes with resinous balsams and balsamic resins was fishing somewhere on the Long Island Sound, one of the office girls tackled the resins and balsams. A shipping clerk helped out with the filing when she and her boy-friend on furlough from Texas spent their honeymoon in New Jersey. Even Maisie, the replica of Aunt Jemima, and cleaning woman, helped out with the telephone once in a while.

* * *

One of the men in the office of Dr. Rowmateral's firm is worried because many customers want wine gallons and fractions thereof stated on all invoices. He talked to the Doctor about it. "Very simple," replied that fountain of olefactory and chemical wisdom. "First get the density of the essential oil or perfume compound with a pyknometer. If the temperature of the water and the other liquid is the same, the ratio of weight of liquid W′ to weight of water W gives the density uncorrected for buoyancy of air of the liquid compared with that of water at the same temperature." Then the Doctor took another deep drink of his favorite Scotch and the inevitable drop of Oil of Peppermint, and continued, "to correct for buoyancy the expression d equals W′D over W minus .0012 times W′ minus W over W is used. You see, it's all very simple. There is nothing to it."

* * *

Yes, we see and the fellow from the bookkeeping department saw that by the time you hear this, let alone try it, there is nothing left to the volume of the essential oil or perfume compound that you are invoicing. If we weren't so fretful about being unoriginal we would say: "A pound of good rose oil by any other measure smells just as sweet."

* * *

Nevertheless, you may soon see an ad like this in the help wanted section of the AP: "Well-established and reputable Essential Oil House has good opportunity for three mathematicians in its invoice department—only those understanding the Theory of Relativity need apply. Also expert to interpret various regulations—must have thorough basic training in fundamentals of Egyptology and Mysticology. Wonderful future until the war ends."

* * *

"It really isn't so bad," said Sand L. Wood, when interviewed by one of our ace reporters. "All you have to do is pour the stuff into empty milk bottles—each full quart bottle is a quart and divide the number by four to get gallons and you don't have to take Doc's formulas too seriously as they are almost as complicated as government regulations."

* * *

But Mr. A. Goodbuy has a growing fear that in the post-war period, when the regulations pass away, life will become so simple again that there just hardly will be anything to do; just sort of sit around waiting for some salesman to call to tell him to go away and call some other day or to sign an order and take the afternoon off. "Why, only yesterday, I found that to get one single pound of something to replace a substitute I had to fill out three forms, file four applications and make seven 'phone calls to Chicago. And now I got a wire saying that if it isn't frozen on the way it will arrive in due course. It's a long distance from Chicago. It sho is!"

* * *

Our dear friend and poetical fiend, Otto Stock, sends this contribution: (by the way, where are all those old cronies who used to send contributions to this column and thus lengthen the life of this scrivener by shortening his labors?). But to return to Otto's poem—

Ye Currente Markete Reporte

Cedarleaf, hemlock and linaloe,
Higher and higher up they go.
I am not speaking of the trees
But of prices some birds get for these
Very common ordinary oils,
Rising in cost like spirals and coils!

It does us little, if any good—
The price reduction on cedarwood.
There was a time we made a fuss
About the cost of calamus;
But now no fuss we make but buy
Whatever is beneath the sky.

Yes, and for pennyroyal, Otto Stock would no doubt pay many a pretty and royal penny.

* * *

Telegram from Mr. Rowmateral

"Please deny rumor in Short Adages Column August AMERICAN PERFUMER that I am thinking of adding to my favorite drink spearmint even one drop stop as drink is alcoholic I would not think of thinking to modify formula without first filing formula of my thoughts with proper authorities stop Am in good standing with all regulators of regulations and comment of R. O'Mattick might place me in bad light with formulators of formula control."

Oh Yes, we're still making powder—
Gun Powder!

Experiments with Petro-Waxes in Ointment Bases*

Petro-wax experimented with forms mixture of suitable consistency and smoothness with common ointment bases . . . Raises melting point, gives stiffening and suitable viscosity

by CLARK ICE† and LOYD E. HARRIS‡

THE United States Pharmacopoeia, Eleventh Revision, has the following statement under general notices: "In the official ointments which contain yellow or white wax or paraffin as stiffening agents, the proportions of these and the other fatty substances directed in the official formulas may be varied to maintain a suitable consistence under different climatic conditions. . . ."

PROPERTIES OF DIFFERENT WAXES

Apparently the paraffin has no other function than to stiffen or raise the melting point of the ointment. Beeswax, both bleached and unbleached, has been shown to have the additional property of increasing the "water number" or "water value" of the ointment to a limited extent (1). It is believed that the absorption of medicaments from ointments is increased, in some instances, by the presence of water in the finished preparation. Where the percentage of water is comparatively large, an added advantage is gained by making the treated areas more readily washed or cleaned.

VALUE OF CERESIN

Certain other waxes have been found to have properties similar to beeswax (2). One of these is ceresin, which is a mixture of hydrocarbons produced by purification of ozokerite, which is found occurring naturally in the area of Boryslaw in Galicia (3). This substance has the ability to stiffen ointment bases and at the same time it serves to minimize or eliminate "oil leakage" or separation of oils from the ointment when water is incorporated. Some consideration has been given to the possibility of incorporating ceresin into the formula of a standard ointment base in this country. Such a proposed formula included ceresin, mineral oil, cetyl alcohol, stearyl alcohol and sodium aluryl sulfate. Ceresin has been included in other pharmacopoeias ("Deutsche Arzneibuch," Fifth edition, 1910) to give formulas that would be miscible with an abundance of water (4).

The Bareco Oil Company of Barnsdall, Okla., prepares a series of "petro-waxes," one of which melts at about 160 deg. F. It is a white microcrystalline wax that is available in quantity. It was thought that due to the microcrystalline structure of this wax, it might make stable ointments containing as much as 50 per cent water, just as effectively as ceresin. It was known that the petro-waxes were being used in the preparation of cosmetics, especially cold creams.

The separation of the petro-waxes from petroleum oils was originally done by a sweating process. However, in recent years, extraction by solvents has found wide application. A large number of solvents have been suggested and many of them have been found useful. Liquid propane, pyridine, oxidized wax, ethanesulfonyl chloride with benzene, ethyl acetate with benzene, acetone and tetrahydronaphthalene, glycerol tristearate, carbon tetrachloride, and ethlene dichloride have been found satisfactory.

EXPERIMENTAL WORK

The nature of wax crystals, as well as waxes mixed with various other substances, has been studied. In our investigation, photomicrographs[1] were made of several blends of the 160 deg. F. wax obtained by mixing several ointment bases in varying percentages at temperatures slightly above the melting points and allowing to congeal while stirring. Photomicrographs of some of the pure substances were also taken. A comparison of the photographs may give some information as to the effects on the crystalline structure of some ointment bases by the addition of various waxes. There may also be a correlation of the crystalline structure changes with the effect on the melting points of the bases and on the oil-retention properties, as well as possibly certain other properties.

Melting Point Elevation—Since the melting point of any ointment base is an essential characteristic, it was important to determine the melting point of several common bases on the addition of increasing percentages of the stiffening agents under examination. This shows whether or not the agent is capable of giving bases of the desired melting point, within the allowable amount of the agent which may be added. This means as a general rule, that there must be a sharp increase in the melting point in the lower percentages of the agents added for this purpose.

Trade Names for the Duration

Heretofore in technical discussions it has been correct form to use scientific chemical names only. However the present shortage of many chemical materials has led to the rapid development and use of specialties of undisclosed formulas which are now freely mentioned by their trade names in the editorial pages of leading scientific journals. This practice seems advisable in order to keep our readers advised of the developments in these "Trade-Name" specialties.

* Reprinted from the Jour. of the American Pharmaceutical Assn., April, 1943.
* From a thesis submitted by Clark Ice to the Faculty of the Graduate School of the University of Oklahoma, Norman, Okla., in partial fulfillment of the requirements for the degree of Master of Science.
Presented before the Sub-section of Pharmacy, American Association for the advancement of Science, December 30, 1941, Dallas, Texas.
† Graduate assistant in chemistry.
‡ Professor of Chemistry.

[1] The photomicrographs referred to in this paper are to be found in the original dissertation in the library of the University of Oklahoma.

Blends were prepared by heating the components together on a water bath until melted, then stirring until solidification took place. Melting points were determined by the capillary method. Open capillaries were used. They were filled with equal amounts, immersed in the water bath to a uniform depth and heated at the same rate for all determinations. The temperature at which the material began to flow, under the hydrostatic pressure, was taken as the melting point.

Table I—Melting Points of White Petrolatum Blended with Varying Percentages of Bareco 160 Wax

Sample No.	Per Cent Wax	Per Cent Petrolatum	Melting Point*
..	0	100	110
8	1	99	112
9	2	98	116
10	3	97	119
11	4	96	121
12	5	95	122
13	10	90	134
14	15	85	140
15	20	80	144
16	25	75	148
17	30	70	150
18	35	65	152
19	40	60	154
..	100	0	168

* All melting points given in this and the following footnote tables are in degrees Fahrenheit.

Table II—Melting Points of An-Hydrous Lanolin Blended with Varying Percentages of Bareco 160 Wax

Sample No.	Per Cent Wax	Per Cent Anhydrous Lanolin	Melting Point
..	0	100	106
27	1	99	108
28	2	98	110
29	3	97	112
30	4	96	120
31	5	95	126
32	10	90	146
33	20	80	156
..	100	0	168

Table III—Melting Points of Lard Blended with Varying Percentages of Bareco 160 Wax

Sample No.	Per Cent Wax	Per Cent Lard	Melting Point
..	0	100	92
34	1	99	94
35	3	97	98
36	5	95	120
37	10	90	134
38	20	80	154
..	100	0	168

Table IV—Melting Points of Base "A" with Varying Percentages of Bareco 160 Wax

Sample No.	Per Cent Wax	Per Cent of "A"	Melting Point
..	0	100	112
44	3	97	120
45	5	95	122
46	10	90	126
47	20	80	140
..	100	0	168

Table V—Melting Points of Base "B" with Varying Percentages of Bareco 160 Wax

Sample No.	Per Cent Wax	Per Cent "B"	Melting Point
..	0	100	90
48	3	97	134
49	5	95	138
50	10	90	144
51	20	80	152
..	100	0	168

Table VI—Melting Points of Base "C" with Varying Percentages of Bareco 160 Wax

Sample No.	Per Cent Wax	Per Cent "C"	Melting Point
..	0	100	100
52	3	97	110
53	5	95	116
54	10	90	128
55	20	80	144
..	100	0	168

Table VII — Melting Points of White Petrolatum with Varying Percentages of White Beeswax

Sample No.	Per Cent White Wax	Per Cent Petrolatum	Melting Point
87	3	97	110
88	5	95	112
89	10	90	115
90	20	80	119
..	100	0	124

Table VIII—Melting Points of White Petrolatum with Varying Percentages of Yellow Beeswax

Sample No.	Per Cent Yellow Wax	Per Cent Petrolatum	Melting Point
91	3	97	112
92	5	95	114
93	10	90	122
94	20	80	129
..	100	0	142

Tables I to VIII show the results of the addition of various waxes to white petrolatum, lard, anhydrous lanolin and to three blended bases. Base "A" consisted of white petrolatum 95 and anhydrous lanolin; base "B" was a mixture of lard 95 and anhydrous lanolin 5; base "C" was a mixture of white petrolatum 53.3, lard 41.8 and anhydrous lanolin 4.9. All of the materials used were of U. S. P. quality with the exception of the petro-wax, specifications of which are given below.

The Bareco 160 petro-wax used in this investigation had the following properties:

Specific gravity at 60° F.	0.92-0.94
Specific gravity at 212° F.	0.80-0.82
Melting point (A. S. T. M. D-127-30)	160-165
Saybolt universal viscosity, 212° F.	75-100
Flash, C. O. C.	Above 500° F.
Color	White
Iodine number	Less than 1
Saponification number	Less than 2
Acid number, maximum	0.1
Ash	Trace
Odor	None
Taste	None
Penetration at 77° F.	15/25

Following this series of investigations, it was decided to determine the effects of another "petro-wax" that is made by the Gulf Refining Company and designated as Gulf Petrowax "A," on the melting point of the white petrolatum. The wax had the following properties:

Melting point (A. S. T. M. D-127-30)	160.5
Saybolt universal viscosity, 210° F.	70.6
Neutralization number	0.01
Penetration, A. S. T. M. D 5-25, at 77° F., 200 G. 5 sec.	44
Color	Medium amber

The data are given in Table IX.

Table IX—Melting Points of White Petrolatum with Varying Percentages of Gulf Petrowax "A"

Sample No.	Per Cent Gulf Wax	Per Cent Petrolatum	Melting Point
..	0	100	108
95	3	97	112
96	6	94	118
97	10	90	123
98	20	80	128
99	30	70	131
..	100	0	154

VISCOSITY DETERMINATIONS

The viscosity of ointment bases has not been given much consideration. In order to obtain some information three blends were prepared. The components were heated together on a water bath until melted, then stirred until cool. Blend "D" was made up of white petrolatum 95 and Bareco 160 Wax 5. Blend "E" was made with 90 parts white petrolatum and 10 parts of Bareco 160 Wax. Blend "F" contained 75 parts of white petrolatum with 25 parts of white beeswax. Pure white petrolatum was also used.

The Saybolt universal viscosities were then determined for each blend at different temperatures. The results are given in Tables X, XI, XII and XIII.

Table X—Saybolt Universal Viscosity of White Petrolatum

Temp. Deg. F	Viscosity Sec.
122	157
134	137
140	119
144	113

From the data obtained from the melting-point determinations and from the viscosity measurements, it was believed that the Bareco 160 Wax could be used to replace beeswax in U.S.P. formulas. Accordingly, a series of U.S.P. ointments were prepared according to the official formula. A second series were prepared using Bareco 160 Wax in place of the beeswax. One hundred grams of the official formula was prepared in each of the following oint-

ments: Simple ointment, tannic acid, phenol, and zinc oxide. The amounts of the Bareco 160 Wax used were respectively, 2.5, 2.5, 3 and 2. Each of the ointments so prepared compared favorably in every detail with the standard preparations.

Table XI—Saybolt Universal Viscosity of Blend "D"

Temp. Deg. F	Viscosity Sec.
122	360
140	136
134	185
144	130

Table XII — Saybolt Universal Viscosity of Blend "E"

Temp. Deg. F	Viscosity Sec.
122	485
140	174
144	166

Table XIII — Saybolt Universal Viscosity of Blend "F"

Temp. Deg. F	Viscosity Sec.
116	488
128	127
134	99
138	96

A Water-Absorptive Ointment Base—A sample of a water-absorptive base was prepared according to the formula:

Sodium lauryl sulfate	2.0
Cetyl alcohol	12.0
Stearyl alcohol	6.0
Ceresin (White)	5.0
Liquid petrolatum	45.0

A sample of this base had been found to be stable, not only in this form, but when as much as 50 per cent of water had been incorporated.

It is known that many bases which appear to be stable to "oil leakage," will lose oil if their crystalline structure is broken. This is usually done by punching the forefinger down into the center of the sample. Oil may then be seen to separate and accumulate in the well. When treated in this manner, the above sample was found to separate an appreciable amount of oil over a period of two months, standing at room temperature.

The formula was now modified by replacing the ceresin with 3.2 gm. of Bareco 160 Wax. The oil separation was noticeably less marked than in the original. The last-mentioned formula was also found to form stable emulsions with the incorporation of water, up to as much has 50 per cent; higher percentages were not tried.

SUMMARY

1. Melting points have been determined of ointment bases made by blending varying percentages of Bareco 160 Wax with white petrolatum, anhydrous lanolin, lard and certain mixtures of them.

2. Certain U.S.P. ointments were prepared by substituting Bareco 160 Wax in calculated amounts, for beeswax.

3. Bareco 160 Wax was used to replace ceresin in the preparation of an ointment base and it was found to be less subject to "oil leakage" than when ceresin was used. The formula with the Bareco 160 Wax was also found capable of forming stable ointments when as much as 50 per cent of water is incorporated.

CONCLUSION

Bareco 160 Wax, one of a series of "Petro-waxes" prepared by the Bareco Oil Company, of Barnsdall, Okla., forms a mixture of suitable consistency and smoothness, with the common ointment bases. It raises the melting point satisfactorily, giving a satisfactory stiffening effect, and gives a suitable viscosity to the sample.

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[2] *Ibid.*
[3] Heger, R., *J. Soc. Chem. Ind.*, 2 (1883), 173; also "Encyclopedia Britannica," 1929.
[4] *Apoth. Z.*, 19 (1904), 94; through Proc. A. Ph. A., 52 (1904), 595.

Lever Bros., Ltd. (England) Withdraws Lux Voluntarily

LUX, for many years one of the leaders in the British soap-flake field and an accepted and tried favorite with millions of buyers, has been given the *coup de grace* by its makers, Lever Brothers of Port Sunlight, England.

While there has been a considerable number of enforced withdrawals in the general cosmetic sphere, most of the producers when permitted to do so have substituted materials and sold the brands at a lowered quality standard simply to maintain the continuity of brand sale and have been encouraged to do so by the fact that a sellers' market operated and absorbed everything at whatever quality standard, the public appreciating that the reduced value was enforced and not a matter of personal policy and with the tacit understanding that the original high standard would be re-established immediately after the duration.

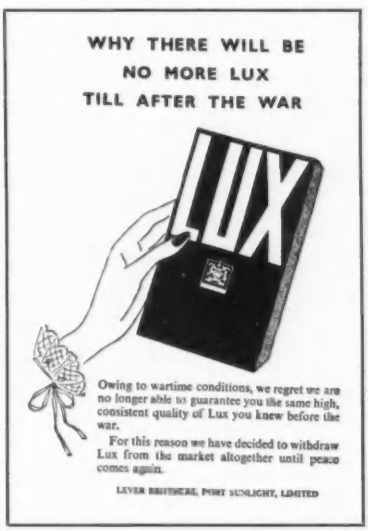
In this case, however, the withdrawal has been voluntary and is one of the very few such in the soap and cosmetic field. The makers in announcing this decision tell the British public, "Why there will be no more Lux till after the war" and go on to say "Owing to the war-time conditions, we regret we are no longer able to guarantee the same high consistent quality of Lux you knew before the war.

"For this reason we have decided to withdraw Lux from the market altogether until peace comes again."

The decision has been received with some surprise as it is believed to be the first major close-down of this type made by a national brand voluntarily. In this instance of course, Lever Brothers has a wide variety of other brands on which it can concentrate productive capacity and it can be assumed that the decision has been taken only after the most scrupulous investigation of all phases of the problem into the ultimate effect of the decision.

Brand publicity is to be continued to maintain the public interest in the brand and to retain that interest for post-war revival which the firm definitely does promise in their first announcement of withdrawal.

The growing difficulty of the raw material position in Britain is thus clearly linked up with the soap and oil industries. It is believed that the position will become increasingly difficult although the Government has promised that limited supplies of the most vital will be available at controlled prices.



Lever Bros.' ad announcing withdrawal of Lux

British Essential Oil Production

THE PRESENT war period, like its 1914-18 counterpart, has stimulated Britain's home production of oils—both fixed and essential — for use in the soap, perfumery and cosmetic industry as well as in medicines.

Undoubtedly the *actual* resources of the country are not good, but taken in conjunction with the Empire's ability to supply practically every drug and oil of vegetable and animal origin, then the picture is certainly brighter.

Following the close of World War I, the prices of English-produced essential oils were considerably in excess of those emanating from Continental and American sources. English makers contended that English oils were fully worth the difference in the prices asked and that the profit margin that such relatively high prices allowed was not at all disproportionate. As a precaution against a post-World War I repetition of this situation, W. E. James, F. L. S., a member of the Pharmaceutical Society and a Fellow of the Chemical Society, suggests the possibility that if far greater acreage were devoted to such essential oil bearing plant cultivation, Britain could successfully compete in the post-war world market, according to the British magazine, *Soap, Perfumery & Cosmetics.*

It is hoped by the British manufacturers that international agreements will be so negotiated that quality rather than price will be the main factor in regulating usage and, with that proviso, English oils will ever be fully utilized.

The oil of peppermint produced in England is distilled from *Menthoe piperita var. officinalis* N. O. *Labiatoe.* Lavender grown in England, considered by some as yielding an oil of a definitely superior quality to that from the Continent, actually differs in chemical composition from Continental oil.

Other essential oils produced in Britain include oil of dill and rosmarini. Among countries of the Empire, India contributes peanut oil, castor oil and santali; Canada distills turpentine from various species of *Pinus*, and Australia produces eucalypti, olive oil, santali.

New and powerful drugs being used in the treatment of disease do not diminish the utility of, or the need for, essential and fixed medicinal oils. There will be an ever-increasing post-war need for such oils, since with the development of a greater national health service in medicine alone such oils will play their parts in lesser ills.

Cosmetic Sets for Young Mothers

WAR TIMES bring many changes in the lives of everybody, very particularly in the lives of the young people. In these times more babies than at any other period are born for the thought is only natural, "If I do not come back, my son will carry on."

These young mothers in the hospitals need everything possible to bolster their courage and what could be more of a morale builder than the proper cosmetics to make her more beautiful at this critical time!

Delicate pink box—Beauty Counselor containing combination of Skin Smooth and tall tube of talcum. What more of a lift could be asked for by the new mother in the hospital?

One cosmetic company, Beauty Counselors, Inc., has developed the idea of a gift package for this young mother. On the cover of this delicate pink box containing a good-sized bottle of Skin Smooth together with a tall tube of talcum, is a gift card picturing a baby with the message, "So You're a Gift from Heaven," with message inside.

At the right is the young mother receiving instruction from the nurse in the hospital as to proper method of applying oil to baby's skin. Below is shown Mennen Antiseptic Oil.

This idea of needed combinations for the young mother can also be very profitably carried out in various combinations for an invalid or anyone confined to a hospital at any time.

PRODUCT FOR THE BABY

It is in the hospital that babies get the best care, many things being done for them that the uninstructed mother would not dream of doing for their babies at home, and it is this splendid hospital care that gets them off to a good start in life.

In a survey made from questionnaires sent to 6,000 physicians, including most of America's baby specialists, by a leading medical journal the following vital questions were asked to which the percentage results given below were received.

Question: Do you favor the use of oil on baby's skin?

Answer: Over 95 per cent of doctors said, "Yes." Most hospitals instruct mothers to use oil on the baby's skin before they leave the hospital.

Question: Should oil be used all over baby's body daily?

Answer: Three out of four physicians said, "Yes." This helps to prevent dryness and chafing. Also most important is the fact that an antiseptic oil helps protect the skin against germs.

Question: Should oil be used after every diaper change?

Answer: Three out of every four physicians said, "Yes." Antiseptic oil helps to prevent diaper rash caused by action of germs in contact with wet diapers.

Question: Up to what age should oil be used on baby?

Answer: Physicians said, on an average, "Continue using oil until baby is over six months old." Many advised using oil up to 18 months.

Question: Should baby oil be antiseptic?

Answer: Four out of five physicians said baby oil should be antiseptic and it would be well to look for such an oil.

Survey by Age Groups of Cosmetic Buying Habits

The generally admitted conception that cosmetics are purchased chiefly by the youth group is exploded in this comprehensive survey . . . 25 to 45 group shows the greatest average market

ONE OF THE popular misconceptions about the beauty market is that it is primarily a youth market. This has long been the consensus of the general public and also of many manufacturers. This theory however is completely exploded by a recent survey made by *The Woman's Home Companion*. The findings show that for some of the most important cosmetics, such as face cream, face powder, rouge, depilatories, etc., the middle age brackets are bigger buyers than young women under 25. The latter, however, are more important purchasers of lipstick, deodorants and leg make-up.

The breakdown on use of cosmetics by occupation shows that where the items are for a purely decorative effect, such as lipstick, rouge, cream for powder base and leg make-up, office and store workers are the best market. Protective creams, hand creams and cleaners enjoy their greatest popularity among industrial workers where protection is required. Homemakers of all ages, however, appear to be good buyers of practically all kinds of cosmetics.

The method of presentation in the following charts is as follows: The use of the product is reported in terms of percentage of total number of women in each group.

Brands are reported in terms of percentage of total women naming brands. (The percentages add up to more than 100 per cent because some women mention several brands).

The place of purchase in terms of percentages is based on total number of women reporting.

FACE CREAMS FOR ANY PURPOSE

From the figures of this survey it is interesting to note that of the 90 per cent using face creams proportionately more women in the middle age groups, between 25 and 44 years, use face creams than do those in the age groups under 25 and over 44. Also it is interesting to note that income seems to make little difference; also occupations seem to make little difference; whether it be a homemaker or business gal or industrial worker.

FACE CREAMS FOR CLEANSING

Cleansing creams seem to be more popular in the higher income groups than in the medium and low groups; i.e., 79 per cent, 75 per cent and 68 per cent respectively. By occupations, industrial groups rank higher than homemakers, store workers and miscellaneous: industrial being 80 per cent, and the others being 74,75 and 76 per cent in order named.

From the following table it will be seen that 20 leading brands of face creams have nearly 75 per cent of the business; in fact, the three leading brands do 35 per cent of the total business, which corresponds to the amount of advertising done.

Use of Cosmetics

	By Age Group					By Income Group				By Occupation				
	Under 25	25-34	35-44	45 & over	Total	High Over $3000	Medium $1500-$2999	Low Under $1500	Total	Homemakers	Office or Storeworkers	Industrial Workers	Others	Total
Face Cream (for any purpose)	88	93	91	88	90	91	91	86	90	90	90	91	92	90
Face Cream for Cleansing	70	78	76	72	75	79	75	68	75	74	75	80	76	75
Face Cream for Softening	51	56	63	57	57	59	59	51	57	58	55	54	58	57
Face Cream for Powder Base	52	62	59	53	57	60	58	47	57	56	62	50	57	57
Cake Make-Up	30	21	13	8	17	18	17	13	17	13	23	30	21	17
Face Powder	90	94	93	88	92	94	92	87	92	92	95	84	88	92
Lipstick	97	94	86	59	84	86	86	72	84	80	94	89	87	84
Rouge	72	79	82	69	76	80	76	70	76	75	81	78	74	76
Hand Lotion	83	81	80	83	81	81	82	81	81	82	81	78	81	81
Hand Cream	32	38	39	39	38	42	37	30	38	38	37	42	37	38
Hand Cleaner	17	23	27	30	25	24	26	26	25	28	17	36	19	25
Protection Cream	5	2	4	2	3	3	3	3	3	2	2	22	4	3
Soap for Bath	94	95	96	93	95	95	95	94	95	95	95	92	93	95
Soap for Face	91	91	90	89	90	90	90	92	90	91	89	91	90	90
Soap for Hands	88	90	90	92	90	91	89	91	90	90	90	87	92	90
Shampoo	72	68	63	55	64	58	69	63	64	63	64	68	66	64
Deodorant and/or Anti-Perspirant	96	90	90	76	87	90	88	79	87	86	92	91	87	87
Deodorant	49	45	45	36	43	43	44	42	43	41	47	42	47	43
Anti-Perspirant	57	59	62	52	58	63	57	49	58	56	63	62	58	58
Depilatory	18	22	23	16	20	23	20	15	20	18	25	18	23	20
Leg Make-Up	19	17	6	2	11	13	9	10	11	7	18	7	16	11
Number in each age group = 100 per cent	(266)	(668)	(504)	(470)	(1908)	(696)	(918)	(280)	(1908)*	(1212)	(384)	(74)	(238)	(1908)

*This total includes 14 respondents whose income was not given in the report.

Brands	Per Cent of 1410 Answering
Pond's	15.7
Woodbury	10.3
Lady Esther	9.0
Jergens	4.9
Harriet Hubbard Ayer	4.9
Dorothy Gray	4.2
Avon	4.1
Du Barry	3.4
Daggett & Ramsdell	3.2
Abolene	2.6
Helena Rubinstein	2.3
Tussy	2.1
Elizabeth Arden	1.6
Phillips' Milk of Magnesia	1.6
Max Factor	1.3
Barbara Gould	1.3
Luzier	1.2
Elmo	1.2
Charles of the Ritz	1.1
Merle Norman	1.1
Miscellaneous	25.5

Place of Purchase	Per Cent of 1407 Answering
Drug Store	46.3
Department Store	34.7
5 & 10c Store	12.7
Agent	8.1
Beauty Parlor	1.6
Mail	.4
Miscellaneous—Gift, etc.	5.5

SOFTENING CREAM

Fifty-seven per cent use softening cream. This is a somewhat older woman's market. The brands, at least the leading eight brands, are the same as the leading eight brands of cleansing cream.

Brands	Per Cent of 1078 Answering
Pond's	13.3
Woodbury	8.6
Lady Esther	7.6
Jergens	5.3
Dorothy Gray	5.0
Harriet Hubbard Ayer	4.9
Du Barry	3.7
Avon	3.2
Helena Rubinstein	2.9
Elmo	2.6
Elizabeth Arden	2.5
Daggett & Ramsdell	2.1
Phillips' Milk of Magnesia	1.9
Barbara Gould	1.9
Tussy	1.6
Noxzema	1.4
Coty	1.2
Max Factor	1.1
Cara Nome	1.0
Miscellaneous	30.4

Place of Purchase	Per Cent of 1061 Answering
Drug Store	45.0
Department Store	36.0
5 & 10c Store	10.9
Agent	6.8
Beauty Parlor	2.8
Mail	.5
Miscellaneous—Gift, etc.	5.7

POWDER BASE

The percentage using powder base is the same as those using softening cream —57 per cent. There is a real difference by income—60 per cent of the high incomes use it; against 47 per cent of the lower incomes. Office and store workers, who are somewhat more "on display" appear to be the best occupational group for the sale of powder base.

Brands	Per Cent of 1093 Answering
Pond's	12.7
Woodbury	8.1
Max Factor	5.2
Lady Esther	5.0
Jergens	4.9
Du Barry	4.6
Helena Rubinstein	4.6
Avon	4.2
Harriet Hubbard Ayer	3.5
Coty	3.5
Daggett & Ramsdell	3.4
Elizabeth Arden	3.0
Dorothy Gray	2.9
Merle Norman	2.1
Elmo	2.0
Noxzema	1.9
Tussy	1.5
Charles of the Ritz	1.5
Luzier	1.5
Westmore	1.5
Hampden	1.3
Beauty Counselor	1.2
Miscellaneous	25.6

Place of Purchase	Per Cent of 1065 Answering
Drug Store	40.0
Department Store	37.0
5 & 10c Store	13.4
Agent	8.8
Beauty Parlor	1.8
Mail	.3
Miscellaneous—Gift, etc.	7.0

CAKE MAKE-UP

This is one of the newer cosmetics and is popular among the youth group. Cake make-up is dominated largely by one manufacturer, Max Factor, whose "Pancake" gets 72 per cent of the business. Only 17 per cent use cake make-up and it is interesting to see how the market is distributed by age groups. Popularity of this product among industrial workers will be noted, due, no doubt, to the lasting qualities of this type make-up. Industrial workers, 30 per cent; office and store workers, 23 per cent; homemakers, 13 per cent; and miscellaneous, 21 per cent.

Brands	Per Cent of 305 Answering
Max Factor	72.1
Colonial Dames	5.9
Elmo	5.6
Campana-Solitair	3.6
Miscellaneous	16.0

Place of Purchase	Per Cent of 302 Answering
Drug Store	46.1
Department Store	49.0
5 & 10c Store	4.6
Agent	.7
Miscellaneous—Gift, etc.	2.0

FACE POWDER

This product—one of the most important of cosmetics—is practically universally used—by 92 per cent. There is a slight bulge among office workers (95 per cent)—and a slight increase in the middle-age brackets. There is, of course, a large list of brands but the 15 leading brands account for 65 per cent of the market.

Brands	Per Cent of 1722 Answering
Coty	12.4
Woodbury	9.8
Lady Esther	8.8
Avon	6.9
Max Factor	6.6
Pond's	4.6
Helena Rubinstein	3.4
Evening in Paris	3.3
Charles of the Ritz	3.3
Du Barry	2.9
Dorothy Gray	2.8
Harriet Hubbard Ayer	2.7
Elizabeth Arden	2.6
Yardley	2.4
Colgate	1.9
Miscellaneous	35.4

Place of Purchase	Per Cent of 1660 Answering
Drug Store	39.9
Department Store	36.0
5 & 10c Store	14.6
Agent	10.5
Beauty Parlor	2.0
Mail	.7
Miscellaneous—Gift, etc.	3.1

LIPSTICK

Lipstick is more of a young woman's product. While 84 per cent use it, the figure is 97 per cent for those under 25, and this drops to 59 per cent for those over 45. Income does not affect the picture very much but occupation plays some part. Again it is notable that on cosmetics that are for decorative purposes like lipstick, rouge, etc., the office and store workers show the strongest potential market (94 per cent). The 15 leading brands account for 60 per cent of all purchases.

Brands	Per Cent of 1560 Answering
Tangee	8.9
Avon	8.1
Max Factor	7.6
Coty	7.1
Revlon	6.7
Pond's	5.6
Helena Rubinstein	5.5
Evening in Paris	3.5
Dorothy Gray	3.4
Woodbury	3.1
Colgate	3.0
Hudnut (brand not specified)	3.0
Elizabeth Arden	2.9
Du Barry	2.4
Louis Philippe	1.9
Miscellaneous	39.1

Place of Purchase	Per Cent of 1521 Answering
Drug Store	34.1
Department Store	37.5
5 & 10c Store	19.6
Agent	11.0
Beauty Parlor	2.9
Mail	.4
Grocery Store	.2
Miscellaneous—Gift, etc.	2.4

ROUGE

In contrast to lipstick, rouge is more popular with women in the middle age group—especially the group between 35 and 44. Seventy-six per cent of all

women use it, however, and again it is preferred more by office workers than by other occupational classes.

Brands	Per Cent of 1412 Answering
Avon	8.5
Coty	7.9
Max Factor	7.4
Tangee	6.6
Woodbury	4.5
Dorothy Gray	3.8
Helena Rubinstein	3.8
Hudnut (brand not specified)	3.8
Evening in Paris	3.5
Elizabeth Arden	2.8
Heather	2.4
Lady Esther	2.3
Harriet Hubbard Ayer	2.3
Du Barry	2.3
Elmo	1.9
Marvelous	1.8
Charles of the Ritz	1.7
Miscellaneous	37.3

Place of Purchase	Per Cent of 1369 Answering
Drug Store	33.1
Department Store	34.5
5 & 10c Store	18.6
Agent	12.1
Beauty Parlor	2.6
Mail	.5
Grocery Store	.1
Miscellaneous—Gift, etc.	3.1

HAND LOTION

A high percentage use hand lotion. 81 per cent and it runs close to that figure all the way across the board. Jergens, Hinds and Campana have done an outstanding job in this market with Jergens getting 30.7 per cent, Hinds, 15.6 per cent, and Campana, 9.1 per cent. In other words these three brands alone get 55 per cent of this large business.

These figures do not include the use of hand lotion by the male member of the family, which is large.

Brands	Per Cent of 1539 Answering
Jergens	30.7
Hinds	15.6
Campana	9.1
Tussy	6.1
Toushay	5.1
Woodbury	4.2
Chamberlain	4.0
Avon	3.3
Pond's	2.4
Miscellaneous	24.8

Place of Purchase	Per Cent of 1503 Answering
Drug Store	59.2
Department Store	26.4
5 & 10c Store	14.1
Agent	5.9
Beauty Parlor	.5
Mail	.6
Grocery Store	.3
Miscellaneous—Gift, etc.	2.1

HAND CREAM

Thirty-eight per cent use hand cream. This is a more expensive product and used more by older women. In the occupational groups, industrial workers and homemakers who need it most are the largest users.

Brands	Per Cent of 706 Answering
Pacquin	25.1
Avon	14.6
Sofskin	7.2
Noxzema	3.7
Luxor	2.8
Pond's	2.7
Woodbury	2.4
Mystic	1.3
Miscellaneous	42.2

Place of Purchase	Per Cent of 689 Answering
Drug Store	40.0
Department Store	20.1
5 & 10c Store	16.0
Agent	15.8
Beauty Parlor	9.4
Mail	.4
Grocery Store	.3
Miscellaneous—Gift, etc.	2.2

It may be interesting to note here that 94 per cent use hand lotion or hand cream or both of these products.

HAND CLEANER

The market is dominated principally by two makes—Lava, which accounts for 43.9 per cent of all brands used and Boraxo, 37.9 per cent. While 25 per cent use some form of hand cleaner, figures show that 36 per cent of industrial workers use it and 28 per cent of all homemakers. Office workers and those in sedentary occupations obviously have less use for hand cleaner.

Brands	Per Cent of 470 Answering
Lava	43.9
Boraxo	37.9
Dif	2.3
Mione Sand Soap	1.7
Pumisoap	1.3
Miscellaneous	18.7

Place of Purchase	Per Cent of 412 Answering
Drug Store	11.9
Department Store	11.4
5 & 10c Store	3.9
Agent	1.9
Mail	.2
Grocery Store	69.4
Miscellaneous—Gift, etc.	2.9

PROTECTION CREAM

Protection cream has not as yet penetrated extensively into the market. Only three per cent use it. However, protection cream is designed to be especially useful to industrial workers and 22 per cent employed in factories use it. This product is also dominated by one manufacturer—Du Pont's Pro-Tek getting 41 per cent of the business. Toushay comes second with 11 per cent but there are miscellaneous protection creams on the market which are getting 44.6 per cent of the business.

Brands	Per Cent of 56 Answering
Pro-Tek (Du Pont's)	41.0
Toushay	10.7
G. E. Hand Cleaner	5.3
Miscellaneous	44.6

Place of Purchase	Per Cent of 49 Answering
Drug Store	55.0
Department Store	10.0
5 & 10c Store	10.0
Agent	4.0
Beauty Parlor	2.0
Mail	2.0
Grocery Store	2.0
Miscellaneous—Gift, etc.	16.0

SHAMPOO

Shampoo is another of those cosmetics which is used more by young women. Seventy-two per cent of those under 25 use it compared with 55 per cent for those over 45. It is used less by wealthier families and more by medium income groups (58 per cent vs. 69 per cent) undoubtedly due to the fact that the higher income group has their hair shampooed at beauty parlors. Some lower income readers use soaps to some extent rather than special shampoos. There's a large market among industrial workers (68 per cent).

Brands	Per Cent of 1187 Answering
Drene	26.6
Fitch	14.0
Halo	6.3
Mulsified Cocoanut Oil	5.6
Conti	4.3
Avon	4.2
Packer's Pine Tar	4.2
Mar-O-Oil—Marrow	2.8
Admiracion	2.5
Palmolive	1.8
Miscellaneous	32.7

Place of Purchase	Per Cent of 1129 Answering
Drug Store	57.2
Department Store	17.3
5 & 10c Store	11.9
Agent	10.4
Beauty Parlor	3.1
Mail	.8
Grocery Store	2.8
Miscellaneous—Gift, etc.	2.3

DEODORANTS—ANTI-PERSPIRANTS

The figures on deodorants and anti-perspirants are rather interesting. Eighty-seven per cent use some form or another to either allay perspiration or neutralize it. There is a slight drop in use among older women and among the lower income groups but to get an idea of how universally this is used the information is broken down by cities and there are only slight differences. In metropolitan areas 88 per cent of the women use it, in large or medium size cities again 88 per cent use it and even in the smaller towns the average is 86 per cent.

We have separate figures for deodorants and anti-perspirants. It is an interesting fact that anti-perspirants are coming up in popularity in this market faster than deodorants. Three years ago in *Woman's Home Companion* Survey on "Good Grooming" it

was found 63 per cent used deodorants and 43 per cent anti-perspirants. Now the picture is changed with 43 per cent using deodorants and 58 per cent using anti-perspirants.

Deodorants

Brands	Per Cent of 816 Answering
Mum	49.1
Quest	7.4
Amolin	7.2
Fresh No. 1	4.5
Yodora	3.6
Hush	2.7
Miscellaneous	29.0

Place of Purchase	Per Cent of 780 Answering
Drug Store	54.8
Department Store	22.1
5 & 10c Store	21.8
Agent	3.3
Beauty Parlor	1.0
Mail	1.4
Grocery Store	.1
Miscellaneous	1.5

Anti-Perspirants

Brands	Per Cent of 1106 Answering
Arrid	45.6
Odorono	25.3
Fresh No. 2	8.3
Non-Spi	6.7
Avon	5.0
Zip	2.8
Dew	1.4
Miscellaneous	12.7

Place of Purchase	Per Cent of 1040 Answering
Drug Store	56.4
Department Store	21.0
5 & 10c Store	23.8
Agent	5.9
Beauty Parlor	.1
Mail	.2
Grocery Store	.4
Miscellaneous	.7

DEPILATORY

Twenty per cent of the market uses some preparation or method of hair removal. Higher emphasis is seen among office and store workers. The chief means of removing hair is the safety razor—used by 35.7 per cent.

Brand (or Method)	Per Cent of 358 Answering
Razor	35.7
Zip	17.6
Neet	17.6
Irma	10.0
X-Bazin	2.0
Friction Mit	2.0
E Z Remover	.8
Miscellaneous	16.8

Place of Purchase	Per Cent of 254 Answering
Drug Store	48.0
Department Store	24.4
5 & 10c Store	28.7
Agent	3.5
Beauty Parlor	.8
Mail	.4
Miscellaneous	1.6

LEG MAKE-UP

The figures in this survey do not do justice to leg make-up because the questionnaire was received around the first of April and so represents last summer's experience rather than 1943. This is distinctly a young woman's product.

Brands	Per Cent of 192 Answering
Miner's	24.5
Elizabeth Arden	15.6
Helena Rubinstein	8.3
Kathryn Davis	4.7
Max Factor	3.1
Miscellaneous	44.8

Place of Purchase	Per Cent of 192 Answering
Drug Store	29.2
Department Store	35.4
5 & 10c Store	29.7
Agent	2.6
Beauty Parlor	3.6
Grocery Store	1.3
Miscellaneous	1.0

Lignin in Soaps and Waxes

At the recent meeting of the American Chemical Society, Dr. H. F. Lewis, of the Institute of Paper Chemistry, told of researches carried on by himself and associates which succeeded in combining lignin (the part of the wood that is left after cellulose has been extracted) with organic acids to form esters. Some of the acids are the same as those used in making soap—stearic, oleic, lauric, palmitic, etc.

The resulting compounds have a wide range of properties—some are hard solids, others are firm waxes. They have a considerable variety of solubilities and melting points and are adaptable to many commercial applications, especially in the plastics field.

Leading Brands of Soaps Used for Various Purposes

	Face, Hands and Bath Per Cent	Face or Hands or Both Per Cent	Bath Only Per Cent	Bath and Face or Hands Per Cent
Ivory	41.7	22.7	20.0	15.6
Lux	51.1	32.2	4.7	12.0
Woodbury	41.3	45.3	1.9	11.5
Palmolive	48.4	33.3	5.3	13.0
Camay	48.0	35.9	5.6	10.5
Sweetheart	49.3	25.4	9.0	16.3
Cashmere Bouquet	38.1	20.2	26.6	15.1
Swan	33.3	27.3	23.5	15.9

	Hands Only Per Cent	Bath Only Per Cent	Bath and Hands Per Cent
Lifebuoy	10.5	71.1	18.4

It is interesting to note that the uses made of the leading brands of soaps can be traced to the advertising of these soaps.

For instance, advertising copy of Ivory, Lifebuoy, Swan and Cashmere Bouquet often refers to bathing. These brands show up strongly for bath only and for bath and face or hands. Woodbury, Lux, Palmolive, Camay have stressed face, complexion in their advertisements; they are much used for face and hands or both.

The table below summarizes the places of purchase of the various cosmetics studied. Note that a large proportion of our readers buy their cosmetics in drug stores and department stores, with the exception of soaps and hand cleaners which are bought mostly in grocery stores. Relatively few buy in 5 and 10c. stores.

Place of Purchase of Various Cosmetics Analyzed

	Drug Store	Dept. Store	5&10c Store	Agent	Beauty Parlor	Mail	Grocery	Misc.
Face Cream—Cleansing	46.3	34.7	12.7	8.1	1.6	.4	...	5.5
Face Cream—Softening	45.0	36.0	10.9	6.8	2.8	.5	...	5.7
Face Cream—Powder Base	40.0	37.0	13.4	8.8	1.8	.3	...	7.0
Cake Make-Up	46.1	49.0	4.6	.7	...	...	...	2.0
Face Powder	39.9	36.0	14.6	10.5	2.0	.7	...	3.1
Lipstick	34.1	37.5	19.6	11.0	2.9	.4	.2	2.4
Rouge	33.1	34.5	18.6	12.1	2.6	.5	.1	3.1
Hand Lotion	59.2	26.4	14.1	5.9	.5	.6	.3	2.1
Hand Cream	40.0	20.1	16.0	15.8	9.4	.4	.3	2.2
Hand Cleaner	11.9	11.4	3.9	1.9	...	.2	69.4	2.9
Protection Cream	55.0	10.0	10.0	4.0	2.0	2.0	2.0	16.0
Soap for Bath	20.4	22.6	3.5	2.6	..	..	54.5	2.1
Soap for Face	23.0	26.6	3.6	2.3	..	.1	54.0	1.8
Soap for Hands	19.6	20.0	4.0	2.1	..	..	57.5	1.6
Shampoo	57.2	17.3	11.9	10.4	3.1	.8	2.8	2.3
Deodorant	54.8	22.1	21.8	3.3	1.0	1.4	.1	1.5
Anti-Perspirant	56.4	21.0	23.8	5.9	.1	.2	.4	.7
Depilatory	48.0	24.4	28.7	3.5	.8	.4	...	1.6
Leg Make-Up	29.2	35.4	29.7	2.6	3.6	..	1.3	1.0

A Study of the Japanese Oil of Peppermint Industry

The third in the series of articles on Japanese peppermint industry . . . Chemical composition and chemical analyses of the Japanese product as compared with others

by DR. ERNEST GUENTHER

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ACCORDING to Gildemeister and Hoffmann[7] and Shinosaki[8], the constants of natural and dementholized oils vary between the limits shown on the chart below.

CHEMICAL COMPOSITION

Because of its importance, Japanese mint oil has been subjected to numerous investigations in the course of the past seventy years. Suffice it here to enumerate the various constituents identified in the oil so far:

l-α-pinene

Found by Duncan and Short[19] in a fraction (1%) of dementholized Japanese mint oil.

furfural

Garratt[11] estimated that the oil contains about 0.018% furfural. Garratt[12] also devised a color reaction, based upon the presence of furfural in Japanese mint oil, by which it is possible to detect additions of Japanese oil to other mint oils.

l-limonene

The α-pinene fraction contained also l-limonene which had already been identified in Japanese mint oil by Murayama[13] and by the Schimmel chemists.[14] M. p. of the tetrabromide 104 to 105°C.

d-octanol-3 (d-ethyl-n-amyl-carbinol)
$C_2H_5CH(OH)C_5H_{11}$

Identified in the forerun by the Schimmel chemists,[15]

l-menthone

A compound of the empirical molecular formula $C_{10}H_{18}O$ had already been observed by Beckett and Wright[16] which was evidently l-menthone. Its presence was later confirmed by Shinosaki and Nagasawa.[17]

d-neomenthol

Pickard and Littlebury[18] found that Japanese mint oil contains very small quantities of this compound.

l-menthol

The main constituent, had been observed years ago by Beckett and Wright.[19]

Δ-menthenone-(3) (piperitone)

This rather unimportant constituent was isolated as sulfite compound by the Schimmel chemists.[20]

a sesquiterpene (?)

Beckett and Wright[21] found in the fraction, b. p. 245 to 255°C. atmospheric pressure, a compound which consisted probably of an impure sesquiterpene mixed with menthol. Shinosaki and Nagasawa[22] found a sesquiterpene in a fraction boiling above 240°C. Duncan and Short[23] report about the occurrence of a dextro-rotatory sesquiterpene in Japanese mint oil.

caryophyllene

The same authors mention also the presence of caryophyllene in the same fraction (1%) of a dementholized oil.

a sesquiterpene alcohol

Occurs, according to Shinosaki and Nagasawa,[24] in the fraction boiling above 240°C.

β, γ-hexenyl phenyl acetate

This ester possesses a characteristic and lasting odor. Walbaum[25] found it in the fraction, b. p. 250 to 310°C. Saponification of this fraction with alcoholic KOH gave phenyl acetic acid, and β, γ-hexenol, CH_3-CH_2-CH = CH-

	Natural Oil		*Dementholized Oil*	
	G. & H.	*Shinosaki*	*G. & H.*	*Shinosaki*
Specific Gravity at 15°C.	0.900 to 0.909	0.900 to 0.910	0.895 to 0.907	0.895 to 0.905
Optical Rotation	−29° to −42°	−26° to −42°	−20°20′ to −35°	−24° to −35°
Refractive Index	1.460 to 1.463	1.458 to 1.464	1.459 to 1.463	1.458 to 1.465
Total Menthol	69 to 91%	78 to 92%	46 to 68%, mostly 48 to 55%	45 to 60%
Ester Menthol	3 to 6%	1.5 to 7%	4 to 15%	8 to 14%
Congealing Point	+5 to +28°	....	....	....
Menthone Content	....	....	21 to 34%	....
Solubility	Soluble in 2 to 3 volumes and more of 70% alcohol.		Soluble in 2.5 to 4 volumes and more of 70% alcohol.	

[7] *Die Ätherischen Öle*, 3d Ed., Vol. III, p. 836.
[8] *Chem. Abstracts* 1919, 13, 1896.
[10] *Journ. Soc. Chem. Ind.* 50 (1931), T. 198.
[11] *Perf. Rec.* 26 (1935), 217.
[12] *Ibid.*—*Analyst*, 60 (1935), 369.
[13] *Journ. de Pharm. et Chim.* VII, 1 (1910), 519.
[14] *Ber. Schimmel & Co.*, April, 1912, 100.
[15] *Ibid.*
[16] *Journ. Chem. Soc.* 1876, 1, 3.—*Jahresber. d. Chem.* 1876, 397.
[17] *Rept. Osaka Ind. Res. Lab. Japan* 11 (1930), No. 8—*Chem. Abstracts* 25 (1930), 172.
[18] *Journ. Chem. Soc.* 101 (1912), 109.
[19] *Op. cit.*
[20] *Ber. Schimmel & Co.* Oct., 1910, 79.
[21] *Op. cit.*
[22] *Op. cit.*
[23] *Op. cit.*
[24] *Op. cit.*
[25] *Journ. f. prakt. Chem.* II, 96 (1918), 215.

CH_2-CH_2OH. The alcohol has the following constants: b. p. 55 to 56°C, at 9 mm. pressure; $d_{15°}$ 0.8508; α_D —0°19′; $n_{D\ 20°}$ 1.4803. Continuing Walbaum's[26] investigations of the acids as formed by saponification of the high boiling esters in Japanese mint oil, Walbaum and Rosenthal[27] found considerable quantities of liquid acids which are combined with hexenol and menthol. Some of them possess a strong, animal-like odor. One of these acids is α, β-hexenic acid.

α, β-hexenic acid

Analysis as Ag salt. The identity was confirmed through synthesis of this acid.

other fatty acids, saturated and unsaturated

In the higher boiling fractions of the acid mixture, Walbaum and Rosenthal[28] noticed other fatty acids, saturated and unsaturated, which, however, were not further identified.

an acid, $C_{10}H_{21}COOH$

One of these acids has the empirical molecular formula $C_{11}H_{22}O_2$. It is present in the fraction 160°C. at 4 mm. pressure. Esterification with methyl alcohol gave a methyl ester of the following constants:

$d_{15°}$: 0.9719
$n_{D\ 20°}$: 1.44129
Acid Value: 0
Ester Value: 280

The ester is, therefore, probably $C_{10}H_{21}COO\text{-}CH_3$.

an acid, $C_{11}H_{17}COOH$

This acid was isolated from the fraction 156 to 157°C. at 4 mm. pressure. Analysis of the silver salt.

an acid, $C_{13}H_{23}COOH$

In the fraction 170 to 180°C. at 4 mm. pressure.

It was surprising to Walbaum and Rosenthal that none of the high boiling fatty acids, isolated by them, possessed the characteristic animal odor, the carrier of which they were trying to isolate. On the contrary, the animal odor disappeared with continued fractionating.

formic acid, acetic acid, isovaleric acid, caproic acid, free (?) and esterified

Were identified by Shinosaki and Nagasawa[29] in the fraction of Japanese mint oil boiling above 240°C.

mentho-furane (?) [3, 6-dimethyl-cumarone-tetra-hydride-(4, 5, 6, 7.).]

Was found by Carles[30] in Italian peppermint oil and identified by Wienhaus and Dewein.[31] Possibly this compound is present also in the Japanese oil.

Kremers[32] examined the cohobation (water) oil of Japanese mint grown in the United States. It contained as main constituent, pulegone, (m. p. of bisnitroso-pulegone 83°C.), but no menthol, which seems abnormal. Jenison and Kremers[33] found large quantities of pulegone and l-limonene in an oil distilled from Japanese mint but grown in Wisconsin. Since they were unable to identify other constituents in the oil it is very likely that the oils investigated by these workers originated from a plant variety other than *Mentha arvensis* var. *piperascens* Holmes.

(Continued in October issue)

[26] *Ibid.*
[27] *Jubiläums Ber. Schimmel & Co.* 1929, 205.
[28] *Ibid.*
[29] *Op. cit.*
[30] *Parf. Moderne* 22 (1929), 615.
[31] *Zeitschr. f. Anaw. Chem.* 47 (1934), 115.
[32] *Journ. Amer. Pharm. Assoc.* 10 (1921), 834.
[33] *Journ. Amer. Pharm. Assoc.* 14 (1925), 495.

Here is shown the sampler taking samples of mint oils from the various containers

Amendment to British Essential Oils Importation and Distribution Plan found necessary (AMER. PERF., July)

THE MINISTRY of Food has amended the scheme for the distribution of imported natural essential oils to enable users who purchased on c.i.f. terms direct from an importer during the datum period to continue to do so. The actual terms of the alteration are: "If users imported any oils and and/or purchased on c.i.f. terms directly from an importer during the datum period, they may, if they so desire, nominate themselves for those oils to the extent only of the respective proportions which

"Their purchases made on *those* terms during the datum period
bear to
"Their total purchases on *all* terms during the datum period.

"Each variety of oil should be dealt with separately."

Users desiring to nominate themselves in accordance with this revision had to supply within 14 days of July 23 last and under their auditor's certificate certain particulars to the chartered accountants under the scheme. They had to ascertain through their datum period suppliers the quantity of each oil purchased on c.i.f. terms from an importer and/or imported during the datum period, also of their total quantity of each oil purchased on all terms during the datum period in order that the accountants could assess the proportion for which they were entitled to nominate themselves.

Bon Voyage, my little five-pound treasure chest

WACS Want Cosmetics, Too!

FOR THOSE who have friends and relatives overseas—and almost all of us have—the saying "Christmas comes but once a year" can well be replaced by "Christmas comes now twice a year." The "once" for the remembrance of those at home and the "twice" the sending of gifts to those overseas. For September 15 to October 15 is the brief period when postal regulations will be relaxed for sending holiday packages to WACS overseas. Thirty-six inches of combined length and girth is the maximum size of box allowed and five pounds must take care of all the treasures inside. One pound of this five must be allowed for adequate packing as this little bundle from home will probably be tossed in the hot hold of some ship.

BAN ON EXPRESSING DESIRES

Rules applying to soldiers and sailors also hold good for WACS, which means that extra thought must go into the selecting of these overseas gifts, as no mention can be made in letters as to needs. However, a good idea is to read the letters a little more carefully these days as there is no law against a hint or indirect suggestion being given as to some of the items to be packed in that treasure chest.

ON THE HUNT FOR IDEAS

The innocuous little knick-knack which constituted many of the gifts of yesteryear is out very decidedly for the duration. An overseas package should receive consideration from several different angles. Is it something she will need; is it something she is probably unable to buy herself; will it be appreciated sufficiently to warrant taking up the room required for transportation? What articles are limited in the country in which she is now living? Is the weather hot or is it cold; all these and other considerations must be carefully weighed.

With limited shipping space in mind and a desire that each preparation be fully utilized, manufacturers must give special consideration to the combination of cosmetics included in their Christmas Sets.

The variety of climates prevailing in the countries in which WACS are stationed affords ample opportunity for a wide range of combinations.

CLIMATIC CONDITIONS A FACTOR

For a WAC in England where the supply of cosmetic preparations and soaps is extremely limited, a package filled with creams, hand lotion, soap, lipstick and a powder base suitable for the damp climate makes an attractive and practical gift.

The WACS in Africa will probably welcome Christmas packages containing sunburn creams and insect repellents, as well as face creams to offset the drying effects of excessive exposure to sun and wind.

Well-groomed hair, an important factor in the appearance of any WAC, wherever she may be stationed, brings about the need for shampoos, hair conditioners and special rinses. In view of the fact that in many parts of the world the water is extremely hard, an envelope of water softener is an excellent addition to the Christmas package.

Although necessity is of first importance, the luxury of a tiny jar of cream cologne as a finishing touch to the gift would be unsurpassed.

The now common use of plastics and cardboard for containers and closures can be well appreciated when trying to keep within the weight limit set by postal regulations.

Items which require the minimum of extra wrapping are more practical for fitting into the package space allowed and it would be well to consider this fact when a cream can be used in place of a lotion.

In making every inch of space, and every pound of weight count, the items may well be packed in a small leather utility bag providing excellent protection for the gifts on their way overseas. This bag can later be used as an all-purpose grip.

Britain Restricts Cosmetics Further

THE THREAT that there would be an extensive cut in the production of cosmetics and beauty products has now been officially confirmed. Certain lines containing acetone are to be eliminated from the market altogether after Dec. 31 and in many other directions limited supplies are to be still further cut.

The intention is to limit the use of acetone and similar chemicals. Those effected include nail polishes, polish removers, brilliantine, hair creams and the like.

Similarly, the sale of cosmetic or toilet products containing acetone will be banned thus ensuring that both from the manufacturing and from the retailing end none of this material will be so used.

Petroleum products have also come under the ban. Thus hair creams, lotions and similar preparations will be similarly banned. Exceptions to this order include hair dyes, shampoos and depilatories, which are presumably to be given favored treatment.

This latest hit at the British cosmetic industry comes on the back of a campaign to eliminate the pirate cosmetic and toiletry goods producers who flooded the market earlier in the war. Then followed a period when the legitimate manufacturers were given a better supply of materials, with the warning however that conditions would again deteriorate. That state has now been reached and shows every sign of becoming more acute.

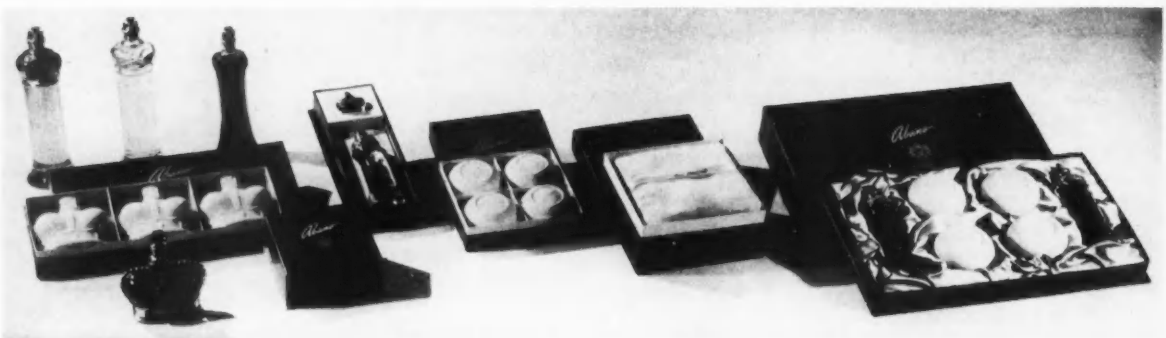
As a result British girls have reached a new stage in their make-up philosophy—little or no facial make-up but a vivid lipstick, solo. British complexions are now sunburn and lipstick, for the service girls, and factory white and lipstick for the factory girls, whose opportunity to tan is limited by their occupation.

Packaging PORTFOLIO

BEAUTY COUNSELORS: New romantic perfume, "Encore". The Christmas box contains soap with spicy fragrance and hand smooth

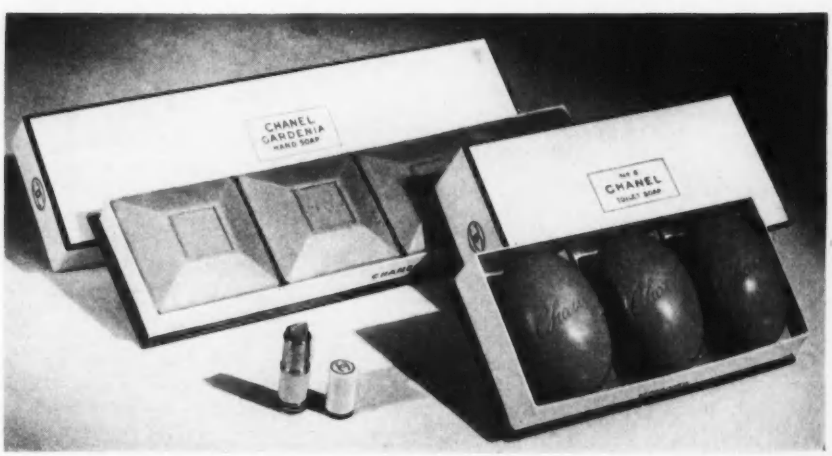
PRIMROSE HOUSE: Rio Tan and Rio Rose make-up, new shades borrowed from South America. Rio tan powder, a deep exciting shade; Rio red lipstick, a gay burgundy wine color

CIRO: Sachet or "dry perfume" in Ciro's leading exquisite fragrances



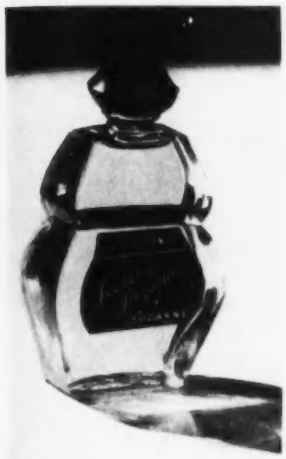
PRINCE MATCHABELLI: Lovely exotic Abano, repackaged in brown boxes with turquoise linings. New products added form a complete line

Left: BABANI: Secret de la Princesse Nefertiti, a new concentrated toilet water. The mold of the bottle was brought from France. Below: CHANEL: Chanel Soap No. 5 and the new gardenia odor in characteristic black and white Chanel boxes. The metal lipstick contains the new shade Clamor Red

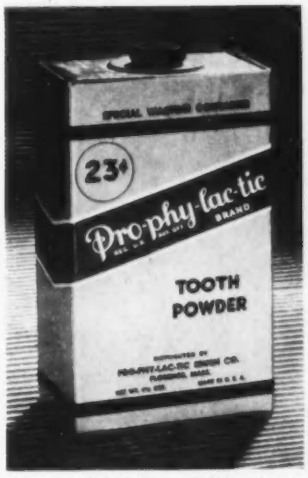


MAISON JEURELLE - SEVENTEEN: Face Powder Pac, a make-up finish in cake form with a smooth creamy base; in five shades, sunglow, pale rosy shade, sunbronze, dusky rose, copper; in opalescent glass disc

EISENBERG: Cologne sachet, a fine white powder to be used directly on the skin. It has an unusually long lasting scent. It comes in three odors, Stirring, Startling and Excitement, to match the Eisenberg ensemble of perfume, cologne and perfume stick. It is packaged in bright red, green and blue shades



Above: SUZANNE'S: Secret de Suzanne, heady fragrant bath essence



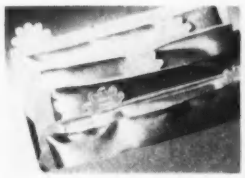
Above: PRO-PHY-LAC-TIC: Tooth powder in a heavy paper container

Above: LUXOR: New cream cologne with carnation bouquet scent. Package has floral design on green background

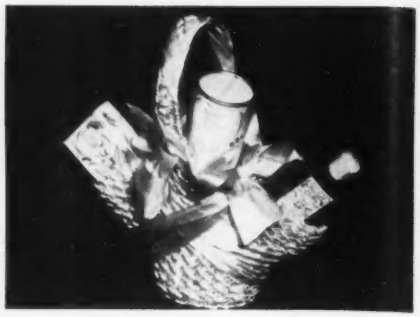
Below: HELENA RUBINSTEIN: New colloidal hand-guard cream to safeguard and soften busy hands

Below: ODORONO: Solves war-time package problem with an all-glass container, glass-topped and fastening without a thread; top fits tightly by an overhang

CHRISTMAS PACKAGES

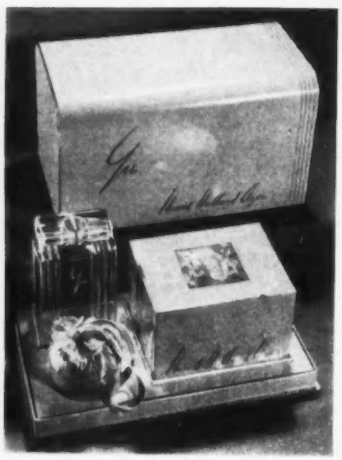


HERB FARM SHOP: Satin pillow sachets in five scents

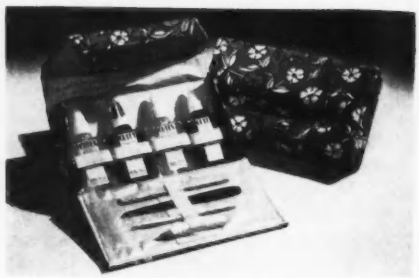


Above: COTY: Flower basket loaded with Muguet des Bois. Held in place by bows of lavish blue or pink satin are Muguet perfume, toilet water, talc

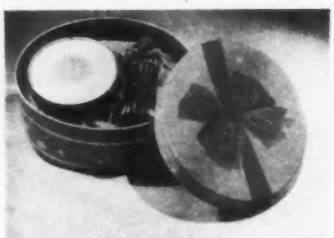
YARDLEY: Lavender Christmas Set—fragrant soap, hand cream and talcum powder



HARRIET HUBBARD AYER: Toilet water, bath powder and sachet set in Yu fragrance



Above: CUTEX: Navigator fabric case, tuck-in flap, well equipped with sundries for nail care



Above: YANKY CLOVER: Gay little bandbox containing cologne and dusting powder
Below: CHARBERT: Set of toiletries suitably named "Something for the Boys"

MARIE EARLE: 1943 Christmas edition of basic treatment preparations—essential cream, freshener lotion, special oil and cucumber emulsion—arranged in a green box with the maker's motif

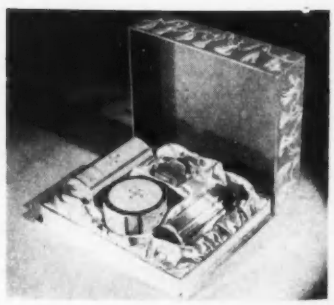
Above: SOFSKIN: Cream wrapped in rayon taffeta and assorted cottons in gay colors

Below: VOLUPTÉ: Various sizes and types of compacts with decorative motif designs

Below: DU BARRY: Leather Vacationer

Below: GEMEY: De-luxe four-piece set

Below: PEGGY SAGE: Streamlined Londoner kit



Basic Principles in Manufacture of Emulsion Flavors

Scarcity of alcohol and other available solvents warrants republication of fundamental investigation at Mellon Institute in 1920 . . . Mechanical emulsification only discussed

by MELVIN DEGROOTE

SUCCESSFUL emulsification includes the satisfactory subdivision of the dispersed oil by the proper manipulation and subsequent stabilization of the emulsion. A mixture of kerosene and water may be churned together with suitable mechanical device so as to form a good emulsion, but in the absence of a colloid such an emulsion will break immediately. The use of the mortar and pestle for producing emulsions on a small scale is well known. It should be noted that, in this case, two distinct motions are employed—a circular or mixing motion and a movement of the pestle against the mortar, as in grinding, which actually breaks up the globules. Various mixing-devices are on the market, and in some cases rather sweeping statements have been made as to their efficiency. The actual mixing may be accomplished much more easily in one emulsion than in another. This may be illustrated by the following formulas:

FORMULA NUMBER ONE

Four ounces finely powdered gum acacia.

Eight ounces oil of lemon.

Four ounces distilled water.

Four ounces chemically pure glycerine.

All materials are given in ounces by weight. This rule will be followed in succeeding formulas. The gum is placed in a clean dry dish. The oil of lemon is added and mixed well. The water and glycerine are mixed together, and then added to the oil and gum. It will then be found that a very little agitation will cause an excellent emulsion.

FORMULA NUMBER TWO

Six ounces sweetened evaporated milk (baker's grade).

Six ounces chemically pure glycerine.

Six ounces oil of lemon.

The glycerine is added to the milk and mixed thoroughly. The oil of lemon is then added. It will be found that the glycerine and milk mixture absorbs the oil of lemon slowly and that considerable agitation is necessary before emulsification is complete.

TYPES OF EMULSIFIERS

The ordinary type of emulsifier is usually a combination of a mixing and a beating motion. Hatschek has shown that the force required to break a droplet of oil increases greatly as the size of the drop decreases. In an ordinary emulsion, a rotary motion decreases the size of the drops, as long as the oil sticks to—or adheres to—the dispersing medium and allows it to be torn by the revolving mechanical device. However, a point is finally reached where further rotary motion does not decrease the size of the dispersed particle.

Rotary motion combined with pressure gives the best possible results. This point was previously emphasized in regard to the action of the pestle in a mortar. Mechanical homogenizers are used largely in the manufacture of lubricants and sprays and in the preparation of such edible products as cream soups, salad dressings, and creams for household use or ice cream manufacture. They are constructed in three distinct types. One type is similar to an injector and is operated by steam. In this case, the material to be homogenized is diluted to some extent by the action of steam and its temperature is raised. This is somewhat inconvenient in the manutacture of flavors. The centrifugal type depends on the enormous pressure due to centrifugal motion, which is employed to force the emulsion through the space between two horizontal plates. The most satisfactory type in many cases, is the one in which the emulsion passes through a fine opening in an agate plate, and is at the same time subjected to the rubbing or tearing motion of a revolving spindle. This type has been used successfully to homogenize butter fat and skim milk, so that the resulting emulsion cannot be separated by an ordinary centrifugal separator. However, in the creamery or ice cream factory it oftens happens that the mixture on leaving the emulsifier is cooled. This cooling or drop in temperature is also an important item in stabilizing the emulsion afterwards, but it does not affect the size of the particles, due to the action of the emulsifier.

Bancroft has recently mentioned an interesting factor in the making of mayonnaise dressing, which is an oil emulsion comparable to an emulsion flavor. If the mixture is agitated for a time, and then allowed to rest, and agitation is resumed, it will be found that emulsification takes place more readily

than with continuous stirring. In the manufacture of gum emulsions it will be found advantageous at times to allow the emulsion to stand for a time. Indeed, various directions often call for water to be added to the oil mixture in small portions. In some way this is similar to intermittent beating.

Another important point in selecting the proper apparatus for mixing an emulsion is the fact that the sides of the vessel or container should be scraped by a revolving scraper. For instance, if an emulsion is made according to a formula similar to the following, it will be found that there is a decided tendency for the gum to cling to the sides of the mixer and fail to mix.

FORMULA NUMBER THREE

One and one-half ounces powdered gum tragacanth.

One hundred ounces oil of lemon.

Fifty ounces chemically pure glycerine.

Fifty ounces distilled water.

The powdered gum is placed in the dry mixer, and the oil of lemon is added and mixed completely. The water and glycerine are mixed and added to the gum and lemon oil mixture, and the entire mass is emulsified. It is almost impossible to make an emulsion according to this formula if care is not taken to keep the gum away from the sides, especially during the earlier part of the emulsification. No doubt other emulsions exhibit this same peculiarity. One point should be borne in mind, namely, that, regardless of how satisfactory an emulsifier may be, it is not a cure-all for all emulsion troubles. Exaggerated claims may be made from time to time for some particular piece of apparatus, but such claims should be taken with the proverbial grain of salt. The emulsifier is, in truth, a very valuable machine, but even where it has emulsified a mixture properly—torn the oil droplets apart—there are other conditions that must be satisfied in order to stabilize the product. In fact, one might examine an emulsion under a microscope and measure the diameter of the oil globules, and then find that, after this emulsion had been passed through an emulsifier, the size of the drops had not been decreased.

FORMULA NUMBER FOUR

One and one-half ounces powdered gum karaya.

One hundred ounces oil of lemon.

Fifty ounces of glycerine chemically pure.

Fifty ounces pure distilled water.

The gum and oil of lemon are mixed in a clean dry vessel. The water and glycerine are then mixed and added. The mixture is agitated until emulsified. Emulsions prepared with gum karaya usually exhibit a jellylike body.

It is difficult to differentiate clearly between the action of viscosity and tenacity in stabilizing an emulsion. However, it should be remembered that at times the emulsions seem to break in different ways. Examination may show that the size of the oil droplets is slowly increasing and moving toward the surface. Finally, an oil film appears at the surface, and there is a tendency for the oil remaining in the emulsion to segregate near the upper portion. In this case, it seems that a movement of relatively large drops has taken place—that is, drops that would be plainly visible under the microscope. In other emulsions, a water film may occur at the bottom and gradually increase, and two distinct layers may become visible. If the upper or residual emulsion phase is examined under the microscope, there will not be observed any particular change in the size of the oil particles or in their distribution. An emulsion may even break and show both an upper oil layer, a middle or residual emulsion layer, and a lower water layer.

The ratio of water, oil and gum in each particular emulsion is of prime importance. In the case of some colloids, comparatively wide variations may be made, and good results may be attained.

If it is desired to change the amount of lemon oil, it is better to keep the total oil the same, by replacing the oil of lemon by some edible oil. Formula number one could be altered as follows:

FORMULA NUMBER FIVE

Four ounces finely powdered gum acacia.

Six ounces of lemon.

Two ounces cottonseed oil.

Four ounces distilled water.

Four ounces chemically pure glycerine.

The cottonseed oil is mixed with the oil of lemon. The remaining procedure is the same as in formula number one.

In a like manner such a formula could be changed so as to employ a terpeneless oil in the following way:

FORMULA NUMBER SIX

Four ounces finely powdered gum acacia.

One ounce terpeneless oil of orange.

Seven ounces cottonseed oil.

Four ounces distilled water.

Four ounces chemically pure glycerine.

The emulsion is mixed in the same way as in case of Formula number five.

The selection of the proper colloid or colloids is as important as the ratio of the water and aromatic principle. The use of two or more colloids is sometimes more satisfactory than a single one. The fact that glycerine has a colloidal and emulsifying property explains why it is used to such a large extent in emulsions. It will be shown later that glycerine is equally valuable because of its inhibitory action on the growth of micro-organisms. It is rather to be expected that the use of glycerine in connection with a gum will give better results than gum alone.

(To be continued)

Soap

Glycerin Replacements—Main By-Product of Soap—A Must

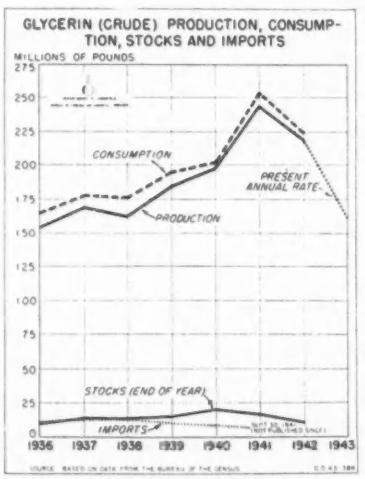
The finding of substitutes for glycerin is essential if the non-essential user is to continue in business . . . Already many have been found and more are in the offing

SUPPLIES of Glycerin Dwindling—War Needs for Glycerin Mounting—Glycerin Situation Tight—Save Your Waste Fats To Help Critical Glycerin Situation!—War Production Board to Allocate Glycerin Banned! These and many other similar headlines have proven a headache to manufacturers in the cosmetic industry as well as in many others.

These warnings were heeded by some, but many, believing that the amount of glycerin available in the country would suffice to meet their needs, did nothing in this emergency. The latter now find themselves in a rather precarious position. They are like the man who "built his house upon the sands . . . " The more foresighted who prepared for this emergency by delving into the use of various replacements find that their "house is built upon a rock . . ." For there are many substitutes for glycerin, and in many instances they are more than adequate.

GLYCERIN APPLICATIONS DENIED

When this warning in regard to the allocation of all available glycerin for war use became a reality on March 1, 1943, the Food Distribution Administration of the Department of Agriculture, having taken over the control of glycerin, announced that, beginning in April, all applications for glycerin would be denied for use in cosmetics, dentifrices, lotions, beverages, flavors, candy and all edible products—except margarine—shaving creams, table and pad adhesives, tobacco, emulsifiers for shortening, beverage crown caps, protective coatings for civilian uses, soaps, shampoos and hair tonics. Excepted from this restriction are the small industrial users who use less than 1150 pounds of glycerin per month and are eligible accordingly under the "small order clause."



As we stated above, some manufacturers did not believe that the glycerin situation would strike home as publicity-quoted figures for the monthly stocks were 50 to 60 million pounds. Fifty to 60 million pounds of anything is a considerable quantity, but when the giganticness of the war effort is considered these figures take on minor significance. Consequently if a shortage of glycerin is existent now how much greater will be that shortage when the armament program reaches its peak.

The trend toward this current situation can be traced by referring to the accompanying chart on supply of crude glycerin from which the high test is distilled. "Although consumption on the chart," Mr. John R. Beaman, Chemical Unit, Bureau of Foreign and Domestic Commerce says, "does not include export data as United States statistics on exports of glycerin are not separable as to the crude and refined grades, the quantities of glycerin that were shipped out of the country were not large comparatively speaking, and probably would have little effect on the trend of consumption over a period of years."

The many uses in the war effort to which glycerin has been put and which have not been publicized to any extent is the chief cause for this shortage. Glycerin in combination with other ingredients forms one of the classes of synthetic resins used as protective coatings. Airplanes, tanks, boats and field equipment are now protected with synthetic resin coatings of the alkyd resin type, which type forms a particularly tough, durable and sea-water-resistent compound as well as a product capable of weathering the adverse climatic conditions often confronting the armed forces from the tropics to the Aleutians.

"The search for substitutes," Mr. Beaman said, "led to the consideration of product after product. Some were found which could replace glycerin in

one application, but they could not perform proper functions in others. Some replacements did not come up to the standard required by the Food and Drug Administration."

Some of the substitutes that have been found satisfactory for one or more uses are propylene glycol, methylcellulose, honey, invert sugar, etc. Aside from these better known replacements, much is being done at the present time in synthesizing glycerin substitutes that cannot be told at the present time, but which will be made public within the next few months.

USES IN COSMETIC PREPARATIONS

The primary use of glycerin in the cosmetic industry is that of a plasticizer—to aid in the application or spreading of a cosmetic. Glycerin also has emollient properties; it abstracts as a vehicle, a solvent, a sweetening agent, a reactive material, a lubricant, a softening agent, a penetrant and an anti-freezing agent, besides being a stabilizer and plasticizer in certain cases. It is this combination of useful properties that is so hard to find in any one substitute.

However, in the manufacture of depilatories diethylene glycol monoethylether carbitol and propylene glycol are even superior to glycerin. In toothpaste production commercial Sorbitol Syrup is better because the resulting mass is considerably stiffer, especially if a mixture of soap and commercial Sorbitol Syrup, or starch and commercial Sorbitol Syrup be heated to produce a uniform compound.

Propyleneglycol and methylcellulose can be used quite satisfactorily in toothpaste, certain drug preparations and various cosmetic applications. It is also fairly successful as a substitute in tobacco manufacture.

INVERT SUGAR A SUBSTITUTE

Some manufacturers requiring glycerin in the manufacture of their products, such as in certain food products, medicinal preparations, tobacco and cosmetics, Mr. Beaman says, "have turned to invert sugar, finding that this product often makes an acceptable substitute.

"The textile industry discovered that sodium lactate and certain glycols can be employed in various textile processes, but here again, the supply picture must be taken into consideration."

Mr. Beaman continues, ". . . that no one material will replace glycerin successfully in its multiple applications; that, even if one or all the materials tested could replace glycerin in most of its uses, no one is capable of being produced in sufficient quantities for the heavy demand that would prevail; and that the most successful method in the long run will be the one whereby all replacements for glycerin, depending upon the particular use, will be exploited fully. Thus the combined total of all should go far toward making up the shortage for those uses that are classified as non-essential."

Considering the chart again it will be noted that during the past seven years the consumption of glycerin in the United States has run ahead of production, indicating that importations were necessary even in those years to maintain inventories at an adequate level. The combined differential of the imports and stocks reflects how closely they have been influenced by the factors of supply and demand. The dotted line on the chart showing the production in the last year points the downward trend and all indications are that this downward trend will be further accentuated this year.

CONSUMPTION EXCEEDS PRODUCTION

When it is necessary to import fairly large quantities of glycerin in normal times to meet the demand, how much more is it needed at the present time that substitutes adequate as to properties and supply be found if the manufacture of non-essentials is to continue.

The ingenuity of the American mind has never yet been found wanting. Thus there is every chance that substitutes will be found in this instance, and once found, will probably retain their position after the war.

Soap in Synthetic Rubber

Carloads of soap, in bulk, but essentially the same product of fats and alkalis that appears in the family bathroom and kitchen, are moving these days to the new war rubber factories.

Most of the government-authorized plant expansion for the manufacture of synthetic rubber is for the so-called butadiene type which is prepared by reaction of butadiene or similar compounds with one or more chemicals to yield the famous Buna S, Buna N and Ameripol rubbers. In order that the chemicals react, it is necessary to emulsify them in water with various secret catalysts. The all-important emulsification is obtained by means of a special soap blend added to the reaction vat.

Soap is an important factor also in reclaiming scrap rubber. In this process, the old rubber, after being freed from undesirable matter such as cloth and metal inserts, is ground up with water and soap and other substances to form a milky liquid that greatly resembles the natural rubber latex as it comes from the tree. The artificial latex can be used to partially replace natural latex, and enters into the preparation of dipped and molded articles, sponge rubber, etc.

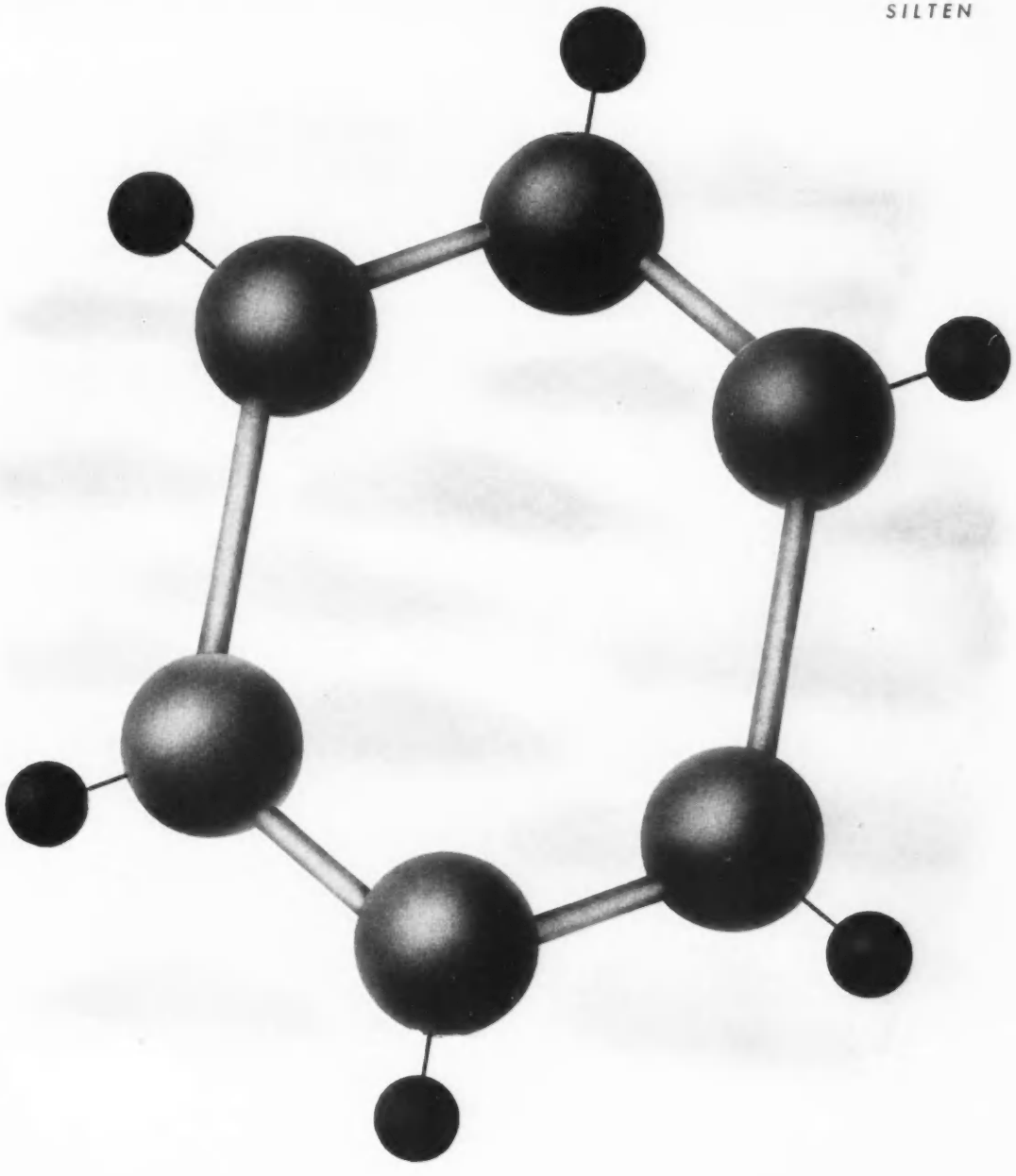
Soap Use in Plastics

The new and the old, plastics and soap today are combining in a number of products said to give superior results over the former products they are now displacing. A large variety of resins, synthetic and natural, are being dispersed in water by means of ordinary soap to be used as paints, rubber cement extenders, textile waterproofing and finishing agents, car polishes, and still other diversified fields. These new products, by saving large quantities of organic solvents, by easing the drain on our rubber stocks, and by being in some instances more effective, make a hidden, yet exceedingly valuable contribution to the war effort.

One of the most revolutionary of the plastics-soap combinations is the recently perfected water-base paint. In use by the army, navy, and large war plants, this type of paint is free from poisonous, expensive and inflammable organic solvents, is readily mixed up with a readily available substance—water—has high covering power, and great resistance to wear. Moreover, these paints dry in a few hours and may be applied to damp surfaces. Pigments, plasticizers and other materials are generally mixed in with the synthetic resin.

A number of the resin dispersions can be used as textile impregnating mediums, giving water-proofing, crease-proofing, or simple sizing effects. A modern plastic, polymerized ethylene, may now be used for this purpose (U. S. Pat. 2,290,794), according to a recent patent. This wax-like substance is too insoluble in commercial solvents, and also has too high a melting point to be useful for impregnating. However, by working soap and a protective colloid into the hot polymer, and then mixing with water, an aqueous dispersion of the wax results, bringing it into a form which has many applications.

Another recent combination of synthetic resins with soap has been disclosed in U. S. Pat. 2,289,392, which describes a new type of automobile polish. A condensation product of castor oil and oleic acid (or a phenol, or phthalic anhydride) is dispersed in a petroleum hydrocarbon, which in turn is dispersed in water, by means of soft soap. A special tar cutter, such as orthodichlorbenzene, and gums to improve the action of the soap, are also added. (Paints: Brit. 349,988, Brit. 539,288, Brit. 334,567. Rubber cements: U. S. 2,175,797, U. S. 1,719,948.)



Iso Bergamone

the *scientifically* developed synthetic Bergamot oil

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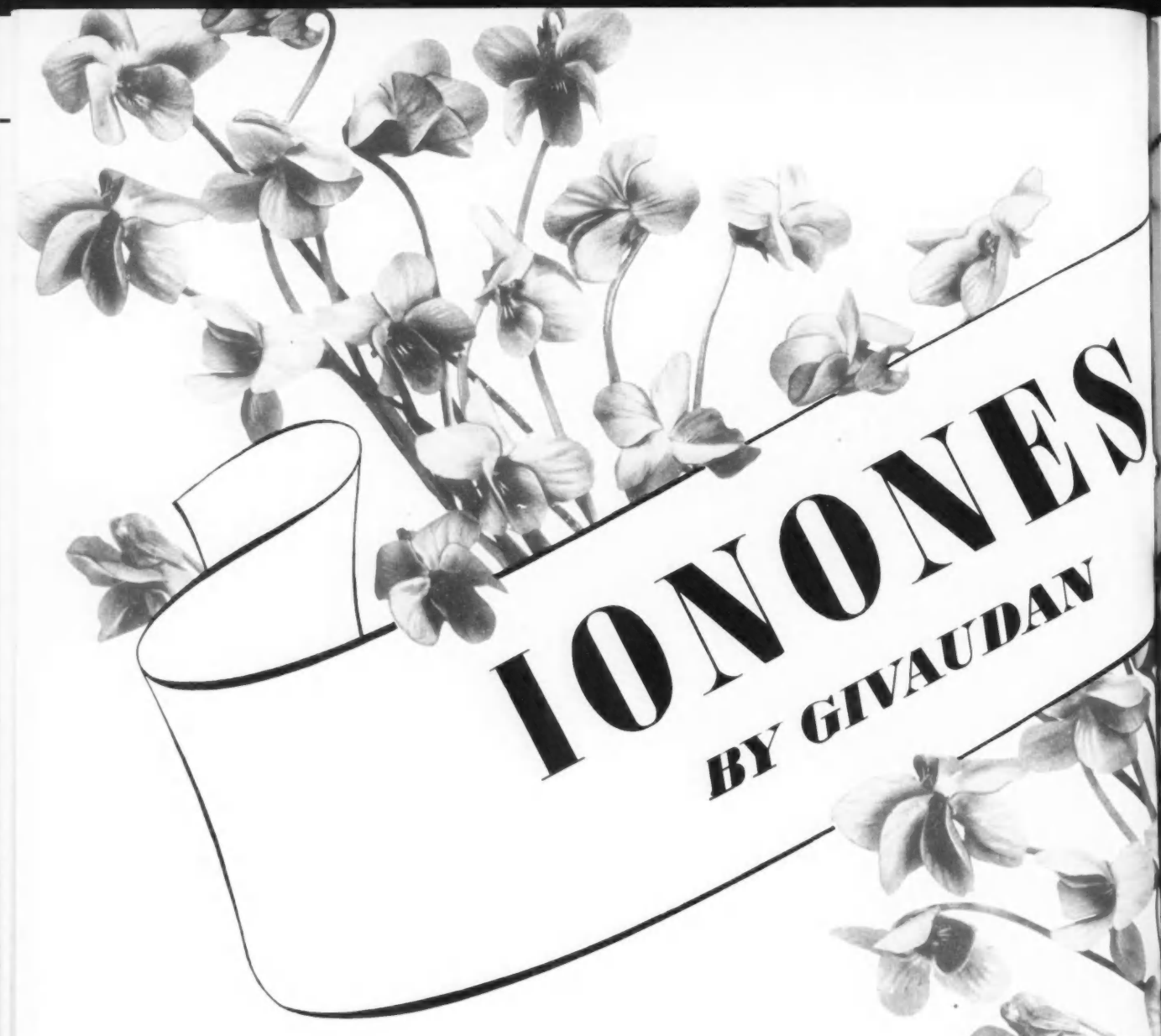

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Highest grade of Ionone Alpha

IRISONE BETA (Beta Ionone)
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IRISONE PURE
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A lighter Methyl Ionone

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A heavier Methyl Ionone

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Notable for their stability, odor strength, and freedom from discoloration, Ionones by Givaudan are representative of our usual careful tested production which insures the uniformity on which you depend.

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Here and There Among Our Friends

▸ O. H. Ellis for many years with the Armand Co., Des Moines, Iowa, is now associated with the Dorothy Perkins Co., St. Louis, Mo.

▸ William Schilling, Norda Essential Oil & Chemical Co., New York, N. Y., who sails a yacht of the Lightning class, has won such an enviable reputation for skill that he has been repeatedly chosen as starter and judge of the yacht races on the Sound in the vicinity of Hewlett Bay, Long Island. Incidentally Mr. Schilling recently became a grandfather when Suzanne Kienke arrived. His son-in-law is in the Navy.

▸ Dr. J. W. Sturmer, dean at the Philadelphia College of Pharmacy and Science since 1916, announced his retirement early in June.

A graduate of Purdue University, '91, Professor Sturmer served on the faculty of Purdue until 1912 and received the degree of Doctor of Science, *honoris causa*, in 1931.

He has been long active in the American Association of Colleges of Pharmacy and in 1930-31 served as the president of that association. Professor Sturmer is the author of two textbooks, "Pharmaceutical Latin" and "Pharmaceutical Arithmetic."

▸ Fred C. Theile, pres. P. R. Dreyer, Inc., New York, has been ill for the past few weeks and is now responding satisfactorily to treatment in the hospital.

▸ Lieut. Louis K. Rosett, son of Louis Rosett, president of Florasynth Laboratories, New York, N. Y., has been promoted to the rank of Wing Chemical Officer and transferred to the 44th Bombardment Unit at the army air base in El Paso, Texas. He was formerly at the base in Walla Walla.

▸ John Curry, sales manager of Ogilvie Sisters, Inc., is in San Francisco, where he is taking a much needed vacation. San Francisco is Mr. Curry's hometown. While there he plans to make some business contacts as well as renew old friendships.

▸ Robert H. Clark, head of Robert H. Clark Co., Los Angeles cosmetics manufacturers, has returned from a business trip to New York. The firm is using part of its plant to turn out "items" concerned directly with the nation's fighting machine.

▸ Madame Helena Rubinstein flew recently to Buenos Aires where she plans to open a new salon. Madame Rubinstein's South American factory is located at Sao Paulo.

▸ The Royal Canadian Yacht Club was the scene of a dinner party, August 20, given by the officers and members of the Canadian Toilet Goods Association in honor of Mr. and Mrs. Norman F. Dahl and Miss Nancy Dahl, who have since left Toronto to take up residence in New York, where Mr. Dahl is now associated with one of the large chemical houses. Mr. Dahl is a past president of the Toilet Goods Association and has been managing director of Lehn & Fink and Dorothy Gray Co.

▸ Maurice G. Close, of the Chicago sales force of Shulton, Inc., joined the U. S. Army on July 23, 1943. His territory consisting of Wisconsin and part of Illinois and Michigan, has been divided among other members of the staff for the duration.

▸ H. L. Brooks, president of Coty, Inc., has volunteered to serve as chairman of the Merchandising Section, Commerce and Industry Division, of the New York War Finance Committee, it was announced recently by William E. Cotter, director of the division.

Citing the successful promotion of war bonds as the most important task facing the American people, Mr. Brooks said: "If the chairmen of the respective branches of this section do as good a merchandising job in selling bonds as they are doing in selling their particular products, I am confident we will not only reach our quota but we will go over the top."

▸ Charles Leonard Pfeiffer, vice-president of Richard Hudnut, has been appointed a Major, Special Reserve, in the Army of the United States. Associated with Richard Hudnut for many years, Mr. Pfeiffer has been director in charge of New Creations and Purchasing. Born in Italy of American parents, he is well acquainted with European affairs and is an able linguist. It is expected his services will be in military government.

▸ Amy Blaisdell, public relations director of Helena Rubinstein, recently returned from a two weeks' vacation spent at Ogonquit, Me.

▸ The Los Angeles Soap Company, Los Angeles, Calif., is justly proud of Salesman Francis L. Bennett, now a technical sergeant in the air corps. Sgt. Bennett was awarded the Air Medal and Clusters a short time ago and now has won the coveted Distinguished Flying Cross. The latter was accompanied by a long citation in which Sgt. Bennett was lauded for extraordinary courage, coolness and resourcefulness in combat in the North African zone.

▸ Robert E. Roberson, son of Victor L. Roberson of the Clifford Iorns Co., St. Louis, Mo., was graduated from Annapolis with the commission of Ensign, August 31, 1943. Previously he received his Bachelor of Science degree in physics from the University of Chicago in March, 1943. Following his graduation from Annapolis, he was married to the former Miss Vera Branson. Ensign and Mrs. Roberson are residing in Washington, D. C., where he is engaged in Naval duties.

▸ Dr. Samuel Iserman, president of Van Dyk & Co., who has been in New York recently on business matters, is planning to retire to his ranch at Tucson, Ariz., following a trip to Calif.

Photograph taken at the 50th anniversary of the arrival in the Belgian Congo of Pierre Danco. Left to Right: Leon A. Danco, Jr., Quartermaster, Coast Guard; his father, Capt. Danco; Pierre Danco, in whose honor luncheon was given, and Gerard Danco, his son.

Shortages in Strawberries, Raspberries and Cherries

FLAVOR manufacturers faced with the present shortages in fruit will find a solution of their problems with

Imitation Strawberry No. 21

Imitation Raspberry No. 75

Imitation Cherry No. 105

These useful products may be used to augment natural fruit flavors, to create greater strength or to stretch the effectiveness of natural flavor, or—they may be used with success just as they are without any additions.

Write for working samples and full information.

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CANADA: 119 ADELAIDE STREET, W. TORONTO
HAVANA, CUBA: SAN LAZARO #671

▸ Dr. Ralph Bienfang, professor of Pharmacy at the University of Oklahoma, Norman, Okla., who is well known because of his interesting research work on odors, conducts a column under the name of Drug Miller at

Dean D. B. R. Johnson Dr. Ralph Bienfang

the university. He was recently named director of pharmacy publicity for Arkansas, Kansas, Louisiana, Missouri, Oklahoma and Texas. Dr. Bienfang is one of the associates of Dean D. B. R. Johnson of the School of Pharmacy, University of Oklahoma, an indefatigable champion of higher standards for the profession of pharmacy.

R. L. Gilbert, Lawton, president of the Oklahoma Pharmaceutical Ass'n. has appointed Dean Johnson to the Committee on Interprofessional Relations, and Dr. Bienfang to the Committee on Pure Food and Drug Legislations.

▸ Among the pharmacists of the University of Oklahoma who are now serving in the armed forces are Pvt. John C. Peters, Platoon 452, Recruit Depot, O. C. S., Marine Barracks, Parris Island, S. C. Phm. Harry Scoufos is somewhere near Parris Island, also, for Pvt. Peters has reported seeing him in the vicinity. Pvt. J. W. Fees is striking for Officer Candidate School at Camp Grant, Ill. Pvt. George M. Kinkler, 38270214, may be reached at 121st Station Hospital, A. P. O. 4518, c/o Postmaster, New York City. Cpl. James K. Mugg, 38401774, is with the 3rd Co., O. C. S. at Fort Knox, Ky. He expects soon to be assigned as a pharmacist to the Cantonment Hospital, Fort Knox.

▸ "The Effect of the War on Essential Oils" was the subject of a talk by J. B. Magnus, vice-president of Magnus, Mabee & Reynard, Inc., New York, N. Y., before the fifth Summer Conference of the New England Association of Chemistry Teachers.

The tremendous strides accomplished by laboratory technicians in helping to alleviate war-made shortages of essential oils, flavors and perfume oils were thoroughly discussed by Mr. Magnus at this meeting. The sessions were held at Andover, Mass., Aug. 28.

▸ The Toilet Goods Manufacturers' Ass'n. of Canada held its annual golf tournament at the Royal York Golf Course in Toronto, Sept. 10. Mr. Fred Maywood in charge of arrangements.

▸ J. L. Hindle, vice-president of Standard Synthetics, Inc., 119 West 25th Street, New York City, essential oils and flavor manufacturers, has just returned from a two weeks business trip in Eastern Canada. Mr. Hindle called on old friends in the trade in Toronto and Montreal where he found business to be at a high peak of activity, not only among the Flavor Industries and Food Trade but also among the Soap Trade, biscuit manufacturers and wholesale drug houses.

Mr. Hindle spent one week end at the Chateau Frontenac, Quebec. With him on the trip were Mrs. Hindle and their two children.

▸ Mark Upson, manager of the Eastern Sales Division of Procter and Gamble, has been granted leave of absence from the company to take up his post as director of the Transportation Division of the War Food Administration. His work will include coordination of transportation for all WFA agencies.

Books of the Industry to Aid You

SANITARY PRODUCTS. *Leonard Schwarcz. 6 x 9 in., Illustrated, and indexed, 305 pages. MacNair-Dorland Co., 1943. Price $5.00.*

The author has brought under one cover, a vast amount of material which presents for the first time, a book on the manufacture, testing, use and labelling of so-called sanitary products. So-called, because it is difficult to properly classify some items such as floor wax, auto soaps and a few others.

There are a few minor errors such as the misplaced decimal point at the end of the fourth sentence on page 58, misspelling of fluroescein at the top of page 69 and of predacious on page 143. But this is trivial compared to the mass of extremely valuable data given. First editions are full of errors, and to have so few is indeed an accomplishment.

There is some confusion in the statement "coconut oil contains palmitates, linoleates, laurates, oleates, as well as glyceryl and stearyl". Either the printer left out something or the author slipped up.

The chapters on the discovery of bacteria and the insect problem are most interesting reading for anyone. They further show the immensity of the problem before us, thus pointing to the future prospects for the makers of sanitary products.

Some of the material has appeared mostly in the trade journal *Soap*, but this does not detract from the value of the book in any way. In the discussion of coconut oil soap and skin allergy, nothing is mentioned about destroying the allergen in coconut oil by hydrogenation.

The chapter on self polishing floor wax is the best presentation this reviewer has ever seen. It will go far to establishing more soundly the science of making wax emulsions.

The book is excellent throughout. The author has done his job well. The book is needed by the industry. It is well worth its purchase price. Both science and practical application of scientific findings are included. — M. G. DEN.

THE MICROSCOPE AND ITS USE, *F. J. Munoz & H. A. Charipper. 5¾ x 8⅜ in., Illustrated and indexed, 334 pages. Chemical Publishing Co., Inc., 1943. Price $2.50.*

In this volume the authors have presented a technical subject, the microscope, in non-technical language.

A brief history of the microscope is given in the first chapter followed in the subsequent few chapters by details of its use, the value of correct illumination, the use of the microtome in preparation of materials; followed by a chapter on the care of this delicate instrument.

Not only is the simple microscope discussed but various types, such as the stereoscopic microscope, designed to show us the third dimension.

Metallurgical microscopy differs so much from the conventional microscopy that it has been necessary to design special microscopes for this work. This type is described together with the micrographic camera necessary to record the observations made.

It is possible to study specimens with a standard microscope equipped with accessories which polarize the light, but in order to do really fine work, the use of the specialized polarizing microscope is necessary. This microscope is adequately described in Chapter VIII and in the following chapter various accessories are taken up, among which are the polarizing requirements mentioned above.

The book is copiously illustrated, has a comprehensive glossary, a selected bibliography, and is complemented with a detailed index.—M. N. C.

New Products, Ideas and Processes

Emeloid alloy plastics

Emeloid, a new "controlled" plastic, is said to possess varied controlled characteristics similar to those brought about in steels when treated with different alloys. It is claimed it is possible to obtain in this new plastic hardness, softness, elasticity, toughness, freedom from magnetic attraction, etc., or a combination of these. It is a product of the Emeloid Co.

Carton filling and sealing machines

U. S. Patent 2,318,208, assigned to Stokes and Smith Co., deals with a high-speed carton feeding and filling system and sealing machines. The company states that this conveyor filling system and sealing process is one of the highest production packaging machines ever built. It feeds the cartons from a supply, bottom seals, fills and top seals on the same machine at speeds up to 140 or more per minute. It may be ordered for after-war manufacture.

Oil and grease absorbent cleaner

A new oil and grease absorbent and floor cleaner, "Absorbo," developed by the Fidelity Chemical Products Corp., is listed by the Underwriters' Laboratories, Inc., as a Class 1 non-combustible absorbent "for reducing fire and slipping hazards and for cleaning floors." "Absorbo," though granular in form, is non-abrasive, odorless, non-poisonous, and non-injurious to skin, clothing, or flooring, according to the manufacturer. It absorbs up to 45 to 50 per cent of oil or grease by weight.

Mar-proof decals

Type C and Type G, two new mar-proof, wear-resistant decalcomania name plates designed for speedy, permanent application on raw, painted or crinkle-finished metal are claims made by the Meyercord Co.

Mar-proof decals are usable on flat, convex or concave surfaces and have been subjected to rigid tests for abrasion, extremes of heat and cold, immersion, salt spray and humidity. They are available in a wide range of colors in either the Type C open letter design or the Type G background transfer design.

New method of glycerol production

The development of a commercially practical method for producing glycerol by fermentation of molasses has been developed this past year by the U.S.I. Chemical Co., 60 East 42nd St., New York, N. Y. This method is expected to alleviate the critical demand for this war-important material.

Separation of fatty acids

A method for obtaining fatty-acid fractions relatively rich in stearic and palmitic acids from mixtures such as tallow and garbage grease is the subject of a recent patent assigned to the U.S.I. Chemical Co., 60 East 42nd St., New York, N. Y.

The fat is dissolved in a solvent such as 90 per cent methanol and in the solution is established a quantity of neutral fat amounting to about 0.5 to 3.5 per cent of the weight of the fatty acids. The solution is then chilled to provide a fraction purer in stearic than in palmitic acid. Remove this fraction by filtration, chill the solution again to effect crystallization of an eutectic mixture of stearic and palmitic acids. Remove this fraction also by filtration; again chill the solution to precipitate a fraction richer in palmitic acid than in stearic and remove this final fraction by filtration.

Announcements

Aromatic Products' "Lab-Scents"

Aromatic Products, Inc., 15 East 30th St., New York City, has released its August issue of "Lab-Scents" which features a description of its pine blends.

Almay's beauty aid booklet

Almay, Inc., New York, is distributing a booklet which lists its beauty aids for women who suffer from allergies.

Fats and oils in the war

Dr. Karl Brandt, fats and oils economist of the Food Research Institute of Stanford University, outlines in a few pages the major properties and uses of principal fats and oils and the extent, by type and area, of their world production and consumption before the war. Following this short outline, the bulk of his review is devoted to war-time supplies and adjustments in policies and controls which various countries have made.

This booklet may be had by sending 25 cents in stamps to Food Research Institute, Stanford University, Calif.

OPA issues Price Regulations pamphlet

The Office of Price Administration has issued a pamphlet, "Subject Matter Index," which classifies according to subject matter, digests of interpretations of price schedules, regulations and orders issued up to June 30, 1943. This also includes digests of interpretations of specific price schedules and regulations and the General Maximum Price regulation.

Dodge & Olcott August price lists

Dodge & Olcott Company, manufacturers of essential and aromatic chemicals, released its August wholesale price list, the latter part of July. Copies of this list may be obtained from the offices of the company, 180 Varick St., New York 14, New York.

Barbara Gould Manual

The 1943 revised edition of the Barbara Gould Sales Manual has just been issued by Barbara Gould, Inc., New York, N. Y. The book is a guide for saleswomen.

Demand for miniature bottles

Glass Industries, Inc., New York, N. Y., manufacturers of vials and miniature bottles with patented screw stoppers, reports that the demand for these has increased considerably due to the fact that the stoppers are small and require less essential material and in addition form airtight and leakproof closures. A big part of the demand it is stated is coming from South and Central America.

Schimmel & Co. price lists

Schimmel & Co., Inc., has issued its price list for essential oils and aromatic chemicals. Copies of these lists may be obtained from the company's offices, located at 610 West 26th St., New York 1, N. Y.

New product, Filaris A. P.

Aromatic Products, Inc., 15 East 30th St., New York 16, N. Y., in a recent circular describes a new product, Filaris A. P., which may be used for intensifying the floral odors of many scents.

Fritzsche Bros. issues booklet

Fritzsche Bros., Inc., 76 Ninth Ave., New York, N. Y., has issued its price list for August 1943.

Constitution of essential oils

In its house organ, *The Givaudanian*, Givaudan-Delawanna, Inc., 330 West 42nd St., New York, N. Y., has published the first of a series of discussions on constitution and odor of essential oils.

Our Washington Correspondent Reports to You

by ARNOLD KRUCKMAN

THE VERY latest report is that we have less than 875,000 pounds of peppermint oil in prospect. At this writing the OPA order fixing prices for farmers, processors and distributors of the oil has not been issued. OPA passes the buck to the Department of Agriculture, and Department of Agriculture says it has kept its part of the study moving as swiftly as possible. The price schedule has been fixed and re-fixed several times in the past 90 days. Even to "guestimate" what it may be finally would be useless, because there undoubtedly will be more changes before the order is actually published. Nor is there any firm basis upon which to estimate the possible percentages of the allocations. The likelihood, however, is that the British will receive approximately the quantity they demand. The reason for this assumption is founded on the knowledge that they will use some of the oil we give them to flavor chewing gum and other confections which are required by our own soldiers in Europe and Africa. These supplies will be made by the British in the United Kingdom. It seems reasonable to suppose, therefore, that the British will get an allocation somewhere around 200,000 pounds, possibly a little less. This will leave 675,000 pounds for our own flavor and food industries, and for the people who make menthol for the druggists, and for the specialized products which utilize menthol.

PEPPERMINT OIL SUPPLY TIGHT

Obviously no section of the group that requires peppermint oil will receive anything like the volume it has been accustomed to use, or anything like the quantity it desperately needs. There are reasons to think the flavor and food industries will receive preference in the domestic allocation. These industries have built up a permanent habit of use of peppermint in the homes of the United States, and it is logical that those in the Government who must determine the allocations should feel these industries should be given every possible legitimate opportunity to supply the long-established market.

Dr. A. L. Kalish recently invited bids on behalf of the War Food Administration for the purchase of 100,000 pounds of peppermint oil. There were practically no bidders. Obviously this means those who have the oil are holding back until the various problems involved are clarified. It seems quite likely that when the allocations finally are made, the allocations will be retroactive. This means that those who have accumulated a stockpile of peppermint oil, greater than their percentage of the allocations, will have no right to purchase more, and, undoubtedly, in some instances, will find themselves required to surrender some of the reserves they have on hand. How this will be handled is not clear. The usual pattern is that a government agency, or an agency acting for the Government, buys the requisitioned material and resells it to those whose proportion is short. This detailed discussion of the peppermint oil situation has considerable point because there are apt to be similar shortages and similar adjustments in other essential oils for flavor as well as for perfume. There are signs that the citric products may be in for a nose dive.

SOUTH AMERICAN PRODUCTION

There is another discussion in progress here in important government quarters about peppermint oil and its supply that is illuminating because it sheds light on what might happen in relation to other oils. We are told that Brazil and other South American countries, which have ideal soil for the growth of peppermint, have gone into the production on a large scale. Apparently it was intended originally the peppermint oil should be sold to us, and others, for such uses as we might plan. Lately, however, the South Americans, especially the Brazilians, are said to have suggested to their growers to refrain from selling all their peppermint oil. The plan seems to be for the grower in South America to supply the largest part of the oil, possibly all of it, to native distillers who will make menthol. In some way the South Americans, particularly the Brazilians, have been imbued with the idea that the vast potential resources of the southern continent as a producer of peppermint, plus other botanical products, will enable them to take the place of Japan as the permanent supplier of menthol. Those who have visited Brazil, and similar parts of South and Central America, realize this part of the hemisphere has vast stands of eucalypti. The *eucalyptus citriodora* is known to be one of the varieties of the eucalypti that are found in great quantities in South America. Finnemore, one of the world's authorities, is responsible for the statement that the *eucalyptus citriodora* produces an aldehyde which is a source of citronellal. The citronellal is a source from which menthol is produced. It is almost schoolboy knowledge that oil of citronella Java is one of the richest sources we used before Pearl Harbor for the production of some of our own menthol.

A FUTURE CONTROLLED INDUSTRY

Obviously this program to eliminate the Japanese and Asia as a source for menthol and peppermint and other allied products has the hearty support of the United States and other Allied Nations. The Commander-in-Chief is very eager we should do our utmost to help the people of Latin America to expand their agricultural development to the utmost. The other day the Office of Foreign Agricultural Relations published a brief summary of surveys in Guatemala, and reported that Guatemala is capable of expanding its present crops, source for many more essential oils and oil palms. Another report emphasized that Argentina is actively organizing for the growth of similar crops and the distilling of the oils to be produced from the plants. Apparently Argentina is taking every possible step to control all production within its boundaries, and does not look favorably upon anything but a highly controlled and restricted export business. Late in August the 25 young technicians from Central and South America who had spent a year here under the joint supervision of the Soil Conservation Service and State Department, the Office of the Coordinator of Inter-American Affairs, and the Office of Foreign Relations of the Department of Agriculture, returned to their home countries with many data and ex-

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periences in producing and processing aromatic plants. Not much has been said or published about all this beehive activity, but it is obvious Central and South America are being made ready to supply essential oils and other products necessary to the industries of the readers of the AMERICAN PERFUMER.

CALIFORNIA ESSENTIAL OILS

There is word here also that Southern California will be the scene of considerable activity in developing the production of peppermint, both as a plant and as an oil. There are similar areas of soil adaptable for the purpose in Arizona, and it is anticipated they will be placed in production. California also has great stands of eucalypti. The original trees came from Australia, but the soil and climate of California seem to be ideal for cultivation of the eucalypti. The word also is that Australia after the war may use its eucalypti in a big way to produce menthol and other essential oils.

ALCOHOL UNDER ALLOCATION

Order M-30 was amended to place all alcohol used for flavors, perfumes and cosmetics under allocation, beginning October 1. Under the existing order of January 18, 1942, manufacturers of cosmetics and toiletries were permitted to use 50 per cent of the volume they used during the year ending June 30, 1941, WPB tells us the new order is more flexible because new allocations will be made each quarter. Apparently our WPB friends want to get over the idea that under this allocation system, which is equivalent to the CMP system, you may hope that your supply of alcohol may be better during one quarter than another. Of course, the reverse also is true. The allocation system operates most stringently on those who use 3,500 gallons or more per quarter. Those who use less than 3,500 gallons per quarter are expected to be supplied practically on the same basis as under the original terms of M-30. Some smaller users will be able to obtain limited supplies without specific written authority from WPB. The allocation system is expected to bear heavily on the larger users of alcohol. Those who use the smaller supplies obviously will scarcely know there has been any change. Under allocation distribution the purchaser must provide a certificate to the supplier. This applies to the small user as well as the others. Unless specifically authorized, use of alcohol is restricted to 50 per cent of the base period for these purposes: deodorant sprays, tooth-cleaning preparations, witch hazel, all toiletries and cosmetics, including bay rum, body deodorants, face and hand creams, lotions, hair and scalp preparations, perfume and perfume preparations, tinctures and fixatives, shampoos, toilet soaps, shaving creams, toilet waters, candy glazes, cleaning and polishing preparations. Whatever use the toiletries and cosmetic manufacturer may make of alcohol, the use will be considered as a whole, not for each product separately.

ALCOHOL FOR FLAVORING

An amount equal to 110 per cent of the quantity used for the same purpose in the corresponding calendar quarter of the base period may be used in manufacturing flavoring extracts. There is no restriction on the use of 162 gallons alcohol in any quarter.

FILING OF APPLICATIONS

Applications for allocation must be filed by the fifth day of the last month of the quarter preceding the quarter when delivery is to be made. Form WPB-2945 must be used which takes the place of PD-600. Imports come under all provisions of the order. Half of your industrial alcohol is to be provided by the beverage alcohol industry. Apparently it is anticipated there will be a substantial increase in the volume because it is now easier to bring alcohol from the Caribbean, where production from molasses has taken a jump upward. On the whole, over-all, it is expected the need for alcohol for military purposes and for rubber production will increase enormously, and there seems no real prospect that non-war industries will be able to obtain greater supplies.

PRACTICAL PROBLEM IS OCR

The chief practical problems of your industry, outside of chemicals, head up into OCR—the Office of Civilian Requirements. This is the WPB branch headed by A. D. Whiteside. George MacMurphey, assistant to Donald Longman, of the Service and Trades Section of OCR, has general charge of the toiletries, cosmetic and allied industries' problems. The 30 or so industry divisions of WPB are slated to be subordinate to the OCR. It has the task of streamlining civilian production and selling and servicing in such manner that the least possible harm may come to the civilian economy and the consumer. At the moment a big internal struggle is in progress to determine whether or not OCR will be submerged by the Army-Navy group, or whether it will have substantial independence of action. One of its chief purposes is to coordinate the troublesome problems that stem from OPA, WLB, WMC, etc., and which constantly overlap and conflict to the disadvantage of the trades and industries. The Longman unit of OCR has an expanding personnel capable of taking care of the problems. There are persistent indications, however, that OCR will lose more and more of its authority. This has led many industrial groups to press Congress to enact S.885, passed by the Senate, and now pending in the House. The law would create the Office of Civilian Administration which would take over the OCR and would operate as an independent agency responsible to Congress, and working solely in the interest of the civilian industries. There seems every reason to feel the bill will pass the House. It then goes to the White House. What happens there no one can guess.

MANPOWER PROBLEM PERSISTENT

Manpower is the principal problem of all industries that deal in chemicals, according to WPB. . . . Chemists, of all descriptions; horticulturists, pharmacologists, and plant physiologists or pathologists, are listed among the 149 critical operations the draft boards are expected to give priority in deferment above all others. Those listed as non-deferrable include male beauty operators, cosmeticians and hairdressers.

A COSMETIC SURVEY

Miss Evelyn Schwarztrauber, of the Industrial Projects Unit of the Bureau of Foreign and Domestic Commerce, in the Department of Commerce recently made a report of a survey of the cosmetic industry which is full of striking facts. Official prognostication is that in 1943 the dollar value of transactions will be at least 10 per cent more than it was in 1942. A large percentage of this increase is due to the use by the military, a great many of whom have never before used cosmetics to any great extent. Miss Schwarztrauber offers the following estimate of retail sales of the principle cosmetic products in 1942:

Creams	$57,740,000
Perfumes, colognes, toilet water	48,730,000
Face powder	45,900,000
Lipsticks	18,130,000
Manicure preparations	13,880,000
Total	$184,380,000

We refer you to the article in this issue of the AMERICAN PERFUMER on page 39, "Survey by Age Groups of Cosmetic Buying Habits", which goes into this subject in considerable detail.—EDITOR.

War Check List for August—Government Regulations

Digest of Federal rules and regulations on price control, allocations and other regulatory measures of cosmetic, soap and flavoring industries issued or proposed during the past month

Amendment to M-30 (ethyl alcohol) likely to ease alcohol situation

Order M-30 covering ethyl alcohol was amended by WPB on August 19, to take effect as of Oct. 1, thereby placing all shipments and receipts of alcohol in excess of 3500 gal. per quarter under complete WPB Chemical Division allocation control. The picture is not changed at the present time for those using less than 3500 gal. per quarter. They will operate just as formerly under M-30. Those using not more than 162 gal. per quarter for all purposes except rubbing alcohol are still exempt from all restrictions, quotas and authorizations.

Those seeking delivery of more than 3500 gal. of ethyl alcohol during any calendar quarter must file an application Form WPB 2945 prior to the fifth day of the last month of the preceding quarter in which they wish to accept the alcohol.

It would seem that this order is a relaxation of the former order and will permit the Chemical Division of WPB to adjust the quotas, either upward or downward, without having to resort to an amendment to the order through the usual WPB routine method. Also it would hold that all alcohol users, either above or below the 3500 gal. class will be treated equally percentagewise.

Storage stocks of alcohol seem to be piling up at a fast rate with the consequent probability that the cosmetic industry, and also the drug, will get additional alcohol allotment for the last quarter of this year.

Scrap Metal for Cosmetic Closures authorized by M-104 amended

In an amendment Aug. 9, 1943, to Conservation Order M-104, the War Production Board has authorized the use of scrap metal to a limited extent for cosmetic closures.

Any person packaging cosmetics may accept for the balance of the year 1943 deliveries up to 35 per cent of his 1942 use of such closures; for 1944, he may accept 65 per cent of the number used during 1942, but no person may have more than a 60-days supply set aside for him. Anyone using less than $500 worth of closures in a calendar year is exempt from this inventory restriction.

Allotment of plastic released for Christmas lipstick cases

The War Production Board is expected to make available a quantity of cellulose acetate for manufacture of lipstick cases for the Christmas trade which will be the equivalent of about one month's normal use.

New form is issued to replace the former PD-600 known as WPB-2945

A revised version of Form PD-600 formerly used in applying for allocations of materials has been issued by the WPB Chemicals Division, and is designated as WPB-2945. It is somewhat smaller in size to facilitate preparation and filing.

Higher aliphatic alcohols under allocation by Order M-344

Allocation Order M-344 prohibits producers and distributors of higher aliphatic alcohols from delivery without authorization in writing from WPB. Producers and distributors must apply on Form WPB-2947.

WPB Limits Facial and Toilet Tissue Production (M-241-A)

Among the products limited by Conservation Order M-241-A to 100 per cent of 1942 production levels are facial tissues. Toilet tissue is covered by a similar limitation order.

Advisory committee to be formed by Office of Price Administration

OPA is seeking representative members of the cosmetic and soap industries to serve as members of an industry advisory committee to be formed to assist OPA in reaching decisions pertinent to these industries.

Amendment to L-103-b clarifies cosmetics classification

An amendment to Limitation Order L-103-b, issued by WPB August 24th, clarifies the classification for cosmetics by mentioning them specifically in one of the 65 per cent quota classes (Class X).

This means that cosmetics are subject to the restrictions of Paragraph b of the order, which prohibits commercial users from accepting delivery, having manufactured or having set aside by their suppliers for their account more than their quota of empty new glass containers for packing any class of listed products. This means that the amounts he accepts and the amounts he has manufactured and the amounts he has set aside are all chargeable to the same quota.

Iron and steel Conservation Order M-236 amended

Under the amendment to Conservation M-236 covering the use of iron and steel, no person may assemble any item on List "A," any part thereof, or any repair part therefor, if it contains any iron or steel. Iron or steel may be used for items in List "C" provided it is ordered for the account of the Army or Navy, Maritime Commission and War Shipping Administration. However, no stainless steel may be used unless List "C" specifically permits.

Allocation Order M-243 amended dealing with acetic acid

An amendment to Allocation Order M-243 requires purchasers of acetic acid, figured on 100 per cent acid bases, acetic anhydride, and acetaldehyde, who purchase more than 54 gallons but not more than 27,000 pounds of any one of the three in any calendar month to file with their supplier on or before the 15th day of the preceding month a certificate stating the end use of the chemicals, and they may not be used for any end use other than that specified in such certificate.

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OIL LAVENDER FLOWERS USP	IMITATION LAVENDER OIL NO. 30 M M & R
OIL LEMONGRASS	OIL LEMONGRASS REPLACEMENT NO. 619 M M & R
OIL NEROLI PETALE N.F.	OIL NEROLI ARTIFICIAL M M & R
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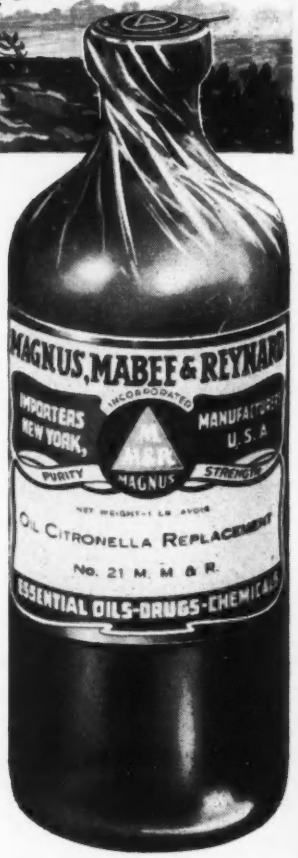

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Amendment 3 to MPR No. 53 (Fats and Oils) effective August 14th

Denatured edible lard for use in wartime soap making has been given maximum prices which correspond to the prices for edible lard that is not denatured, OPA announced August 12. (Amendment 3 to Maximum Price Regulation No. 53.)

No increase in soap prices to consumers will result even though there is a very slight increase in the over-all cost of soap making.

These prices effect only sales and deliveries made on or before Oct. 31, 1943, and became effective August 14th.

OPA codifies fats and oils Price Schedule 53 Amendments

Price Schedule 53, which fixes ceiling prices on fats and oils with amendments through No. 39, has been rearranged, codified and published by the OPA as Maximum Price Regulation No. 53. This regulation was issued on Aug. 9, effective Aug. 14.

Shipping drum Limitation Order L-197 amended

Under Limitation Order L-197 amended empty drums which have been used for packing edible products and which are capable of being re-used for the same purpose may not be sold or delivered if the seller knows or has reason to believe that they will be used for packing inedible products. No person may sell or deliver an empty drum which has been used for packing Naval Stores if he is aware that it may be used for packing anything else.

Priorities Reg. No. 5 simplifies reproduction of WPB forms

Priorities Regulation No. 5, as amended August 23, 1943, simplifies general rules governing reproduction of WPB forms and orders which may be reproduced by any person, but a form must when so reproduced bear on its face the words "Specimen Copy" or "Information Copy."

Forms may be reproduced by any process: photographic, printing, mimeographing, or otherwise.

Information requested from industrial users of crude edible oils

Industrial users of crude edible oils allocated under Food Distribution Order No. 29—cottonseed, peanut, soybean and corn oils — now are required to name the end use of the finished product and give other specific information to the WFA before producers are authorized to make deliveries.

The following information is required: Kind and quantity of crude oil requested; present inventory; estimated time required to consume quantity requested; specific manufacturing operations in which oil is to be used; end use of the finished product; name of agency, if military, for whom product is to be made; and name of the producer with whom the order has been placed.

WPB plans to release a limited number of steel drums

WPB has announced plans whereby a limited number of steel drums will be released to members of the fats and oils industry in cases of critical need. Applicants should file in triplicate, WPB Form 1887 (Appeal form used pursuant to Order L-197). This should be addressed to Containers Division, WPB, Washington 25, D. C.

Higher aliphatic alcohols placed under allocation by WPB

Allocation Order M-344 issued by the WPB prohibits producers and distributors of higher aliphatic alcohols from delivering these products without authorization in writing by the WPB. Form 2947 must be used for application and must specify in detail the end uses to which the product is to be put. If it is to be used for more than one use the amount for each use must be stated.

OPA may ease importers' ceilings to take care of increased import costs

Ceiling prices of imported manufactured goods may be increased to a limited extent to relieve importers, wholesalers and retailers from a "squeeze" arising from higher import costs since March, 1942, OPA announced Aug. 20.

The importer may increase his price to cover the increase in costs of importing but if the supplier raises his price of the article imported, the importer must absorb this cost as formerly.

Wide-mouth glass container Regulation 382 revised by Amendment No. 3

The Office of Price Administration has announced in an amendment No. 3 to Regulation 382, effective August 30, 1943, that the system of below list price differentials, published or unpublished, prevailing in the wide-mouth glass container industry during 1941, does not apply to current sales of the industry's "standard" line. The amendment continues the industry's own method of pricing the newly developed "standard" line and keeps in force the industry's old system for pricing other lines.

Lanolin placed under allocation by Food Administration

Wool fat or lanolin—including all types, grades and kinds recovered by any means from wool, as well as Adeps Lanae, U.S.P., lanolin, technical lanolin, neutral wool fat, neutral degras, crude degras and common wool grease and wool waxes, alcohols or other derivatives of wool fat—has been placed under complete allocation control by the Fats and Oils Branch of the Food Administration's FDA, by Order FDO 76, effective as of September 1.

Producers get bulk allotments for distribution to druggists and cosmetic manufacturers. Cosmetic manufacturers must certify that they are receiving lanolin from one source only. It is up to this supplier to allocate his supply equitably among his cosmetic customers.

Application for deliveries, if more than 10 pounds of wool fat is needed, must be made on the 10th of the month preceding delivery.

Raw and acidulated soapstocks have ceiling prices revised

In a move to restore a normal flow of soapstocks to soapmakers regardless of their geographical location, OPA has revised its regulation setting maximum prices for raw and acidulated soapstocks, effective August 24 in Amendment No. 1 to MPR 53.

M-104 amended places more stringent control over closures in glass

Conservation Order M-104, as amended Aug. 9, places more stringent control over closures in glass containers. This applies to various fruits and flavors. The order also applies to drug product closures, chemicals, household and industrial supply closures, including cosmetics.

Ethyl acetate and isopropyl acetate order amended

General preference order M-327 has been amended by the WPB which provides that any person accepting delivery on any calendar month of not more than 270 gallons from all sources is exempted from allocation restrictions of the order.

Glycerine allocations to be increased in October

A limited quantity of glycerine, according to WFA report, will be released beginning October 1 to a group of industrial users who have been without it since March. Among those benefiting are manufacturers of dentifrices, flavors, shaving creams, etc.

NEWS and EVENTS

New chemist and other appointments of Helfrich Laboratories

Helfrich Laboratories of New York, Inc., announces that William M. Sweeney, for over 15 years identified with various departments of the Lever Bros. Cambridge plant, has been named chief chemist and plant manager.

Other recent additions to the Helfrich organization include Doyle C. Carpenter as chief chemist in the Chicago plant. James B. Stocks, for over 20 years production manager for the Franco-American Hygienic Co. before joining Helfrich a year ago, has been appointed plant manager and purchasing agent of the Chicago plant. M. D. Crichton, former auditor of the three Helfrich companies, becomes assistant treasurer and member of the board of directors of both the Chicago and New York companies as well as board member of the Canadian company.

Grant H. Heidbreder, general manager of the Chicago company, becomes vice-president and board member of the Chicago company as well as executive vice-president and general manager of the New York company. Mrs. Elsa F. Helfrich, widow of the late J. Howard Helfrich, founder of the Helfrich businesses, is now president of all the Helfrich companies.

E. M. Tysdal to be stationed in Chicago to represent Ungerer & Co.

I. H. Budd, vice-president of Ungerer & Co., Inc., New York, N. Y., announces that E. M. Tysdal has returned to Chicago to handle its representation in that locality.

Mr. Tysdal has many old friends in this area due to his previous connection with Ungerer who will undoubtedly welcome him back to his old headquarters at 325 W. Huron Street.

Calif. Pharmaceutical Assn. meets for "war conference" in Los Angeles

The California Pharmaceutical Ass'n. held a two-day "war conference" last month at the Biltmore Hotel in Los Angeles. War problems affecting druggists were given considerable attention. Generally speaking, the trend of the discussions was optimistic in tone, but more than one speaker warned that peace will most likely bring serious problems for the retailer, wholesaler and manufacturer. A number of the speakers representing the armed forces and government war-time regulatory agencies submitted to questioning by their audience. The attendance was good. William J. Peterson, Oakland, was elected president. He succeeds Walter B. Stone, Inglewood, who presided over the gathering. There was no drug show this year, but large souvenir programs were printed with advertising.

D. P. Felt elected executive vice-president of Yardley of London, Inc.

Dudley P. Felt has been elected executive vice-president of Yardley of

Dudley P. Felt, recently elected executive vice-pres. of Yardley of London Inc., N. Y.

London, Inc. Mr. Felt will be in charge of the administration of the commercial affairs of the company's business.

Packaging Institute, Inc., plans annual conference

Packaging Institute, Inc., will hold its annual conference on November 4th and 5th, 1943, at the Hotel New Yorker, New York, to discuss technical war-time packaging problems. Mr. Joel Y. Lund, vice-president of the Lambert Pharmacal Co., St. Louis, Mo., is president of the Institute.

S. W. Coleman appointed vice-president of Mallinckrodt

The Mallinckrodt Chemical Works, of St. Louis, Mo., announces the appointment of Stewart W. Coleman as vice-president in charge of sales. This is the third capacity in which Mr. Coleman has served at Mallinckrodt. Joining the company in 1939 as merchandise manager, he was made general sales manager in 1941, and effective July 21, vice-president in charge of sales.

Industrial Advisory Committee on Cosmetics appointed

Fourteen officials of cosmetic manufacturing firms were named Aug. 25 by the Office of Price Administration to serve on its Industry Advisory Committee on Cosmetics.

The committee will be asked to consult with and advise OPA with respect to preparation and revision of price regulations and amendments to existing regulations affecting the cosmetic and toilet goods industry.

Those appointed are:

Dr. Albert B. Pacini, gen. mgr., American Home Prod. Co., Inc., Jersey City, N. J.; Earl A. Means, vice-pres., Bristol-Myers Co., New York City; John S. Hewitt, vice-pres. in charge of sales, The Andrew Jergens Co., Cincinnati, Ohio; Joseph A. Gallagher, vice-pres., Ar. Winarick, Inc., New York City; Edward J. Breck, gen. mgr., John H. Breck & Co., Springfield, Mass.; Joseph W. Kane, secretary, Iodent Chemical Co., Inc., Detroit, Mich.; Leon I. Stein, director of sales, Associated Distributors, Inc., Philadelphia, Pa.; Herman L. Brooks, pres., Coty, Inc., New York City; Clinton M. Odell, pres., Burma-Vita Co., Minneapolis, Minn.; Dana W. Rhines, sales mgr., Bathasweet Co., New York City; T. H. Butler, Jr., sales mgr., Tyson & Co., Inc., Paris, Tenn.; George W. Sands, pur. agt. Elizabeth Arden Co., New York City; Howard S. Lyon, pres., Comfort Manufacturing Co., Chicago, Ill.; Oscar H. Alexander, vice-pres., House of Westmore, Inc., New York City.

Jesse W. Wynne succeeds B. B. Gilmer as vice-pres. of McKesson & Robbins

Appointment of Jesse Watkins Wynne as regional vice-president of the Southwest Division with headquarters in Memphis, Tenn., has been announced by W. J. Murray, Jr., president of McKesson & Robbins, Inc.

Jesse Watkins Wynne

Mr. Wynne's election fills the vacancy created by the recent death of B. B. Gilmer, of Houston, Texas, whom he had been assisting for the past eight years.

Serving as sales manager until he retired because of ill health in 1924, Mr. Wynne returned to active business in 1930. His former firm having meanwhile been combined with the Van Vleet-Mansfield Drug Co. and that expanded firm having become a part of the McKesson & Robbins organization, he was made a vice-president of the company and manager of its Memphis unit.

Mr. Wynne is a director of the State Savings Bank of Memphis and is a member of the Yale Club of New York.

Isabelle Beautetics Co. answers FTC complaint

In answer to a complaint issued by the Federal Trade Commission, R. H. Tillson, trading as Isabelle Beautetics Co., and as R. H. Tillson Co., manufacturer of "Velskin," declared that he had discontinued the use of many of the representations quoted in the complaint. The company was charged in the complaint with misrepresenting the stain removing and skin cleansing properties of "Velskin."

Chemical Industries show opens Dec. 6th, 1943

The 19th Exposition of Chemical Industries will open in Madison Square Garden, New York, N. Y., on December, 6, 1943, Charles F. Roth, manager of the biennial series of Chemical Expositions, has announced.

McCormick & Co., awarded Army-Navy "E" pennant

Presentation ceremonies of the Army-Navy "E" pennant took place at McCormick & Co., Baltimore, Md., on Aug. 25th. The flag was accepted by Miss Frances Radomski, representing the McCormick workers and by C. P. McCormick, representing the management. McCormick & Co., one of the largest spice houses in the country, is one of the few concerns in the food field to win the award.

C. M. Black honored by newly-formed "Uncle's Club"

The second meeting of the "Uncle's Club" was held at Gus' restraurant, Chicago, on July 21, 1943, in honor of Carl M. Black, who recently resigned from S. B. Penick & Company, with whom he had been associated for nearly 20 years. The meeting was presided over by M. F. Charley, president of the Club, who also acted as toastmaster. The guest of honor was presented with a gun, and accessories to accompany him on his sojourn at his future country home in Rogers, Ark., where hunting and fishing will be his chief occupations. Several of the members gave toasts in commendation of Mr. Black's splendid character and career with Penick.

The "Uncle's Club" was formed June 9th at the same restaurant. Aims of the club are purely social. The following officers were elected:

PRESIDENT, M. F. Charles, Standard Pharmacal Co.

SECRETARY-TREASURER, J. P. Pompa, Standard Pharmacal Co.

VICE-PRESIDENT, A. J. Rocca, Gazzolo Drug Co.

FIRST VICE-PRESIDENT, John J. Walsh, Royal Mfg. Co. of Duquesne.

SECOND VICE-PRESIDENT, J. A. Gauer, Fritzsche Bros., Inc.

D.C.A. elects officers and members of the Board at annual meeting

At the annual meeting of the Board of Governors of the Drug, Chemical & Allied Trades Ass'n. at St. Louis, Mo., the following officers and members of the Board were elected for the ensuing year:

PRESIDENT: Paul L. Mueller, Missouri Box & Label.

FIRST VICE - PRESIDENT: Fred C. White, Obear Nester Glass Co.

SECOND VICE-PRESIDENT: E. H. Baltzer, McKesson & Robbins, Inc., Merrell Division.

SECRETARY - TREASURER: Robert R. Rosenthal, Superior Folding Box Co.

To the Board of Governors: Robert S. Armstrong, Fritzsche Brothers, Inc.; Ben J. Brinkman, Merck & Co.; Robert Wallace, Captain, A. U. S.; Harley A. Eckhart, Dr. Miles Laboratories; Lee J. Donley, Hoffman La Roche; Robert R. Rosenthal, Superior Folding Box Company.

Monthly meetings of the D.C.A. are held at the DeSoto Hotel the first Thursday of each month.

E. M. Butler appointed assistant sales manager of Yardley

Edward M. Butler, formerly salesman in the Middle West and later in New England for Yardley of London, Inc., since 1935, has been made assistant to Irving S. Goodwin, sales manager. He took over his new duties at the New York office as of June 1, 1943.

(*News continued on page* 75)

Uncle's Club: Left to right outside row seated: D. F. Lum, Givaudan-Delawanna, Inc., A. O. Nelson, Firmenich & Co.; Paul Brna, Chicago Pharmacal Co.; Herbert D'Sinter, Standard Brands, Inc.; G. A. Colvin, Brunswick Tablet Co.; C. S. Curtis, Wilson Laboratories; W. H. Schutte, Wm. Schutte Co., Inc.; Carl Edwards, Fritzsche Bros., Inc. Standing: J. P. Pompa, M. F. Charley, Standard Pharmacal Co.; Carl M. Black, A. J. Rocca, Gazzolo Drug & Chemical Co. Seated, right outside row: J. J. Walsh, Royal Mfg. Co.; N. A. Grimm, Chas. Pfizer & Co., Inc.; Stanley Schuster, Henry Van Hoven, Fritzsche Bros., Inc.; L. H. Fischer, Walter Ashton, A. J. Koval, Standard Pharmacal Co.; George Liddel, Magnus, Mabee & Reynard, Inc.; J. A. Gauer, Fritzsche Bros., Inc. Inside row seated: left to right, T. J. Callahan, W. H. Barber Co.; C. Christensen, Chas. Pfizer & Co.; R. C. Jennings, N. Y. Quinine & Chemical Works; C. H. Taylor, Chicago Pharmacal Co.; E. L. Drach, Abbott Labs.; F. A. Degener, Heyden Chemical; E. H. Glaser, E. C. DeWitt & Co.; Ed Harper, Standard Pharmacal.

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U.S.I. CHEMICAL NEWS

September ★ A Monthly Series for Chemists and Executives of the Solvents and Chemical Consuming Industries ★ 1943

Motorists Assured Sufficient Amount of U. S. I. Super PYRO

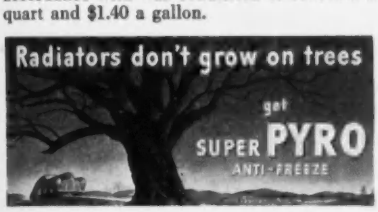
Expect Popular Anti-Freeze Supply To at Least Equal Last Year's

Motorists will not have to go without Super PYRO anti-freeze this winter, according to a recent announcement made by U.S.I. which expressed confidence that this popular product will be available to the public during 1943-44 in quantities at least as large as last year's.

Because of its high resistance to heat as well as to cold, replacements of Super PYRO are seldom required despite warm spells and engine heat. Such remarkable "staying power" is not only economical, but gives greater assurance of protection during cold snaps—an even more important factor than ever this year with repairs difficult and costly to obtain.

These features, together with the special protection from rust provided by Super PYRO, will be stressed by U.S.I. in an extensive advertising campaign which will use billboards throughout the country, newspapers and both trade and general publications.

Super PYRO is being offered to distributors in 54-gallon and 5-gallon drums. The retail ceiling price established by the O.P.A. in accordance with war conditions is 35 cents a quart and $1.40 a gallon.



This advertising theme is one of several that will be used on billboards this fall to point out the advantages of Super PYRO Anti-Freeze.

Special Liquid Curbay Available from U.S.I.

Special Liquid Curbay, widely used in feed to extend molasses, is now available from U.S.I. for a wide variety of industrial applications.

A concentrated form of molasses stillage obtained from ethyl alcohol fermentation, Special Liquid Curbay contains approximately 45% solids. One of the more important industrial uses for which this product is suggested is to replace molasses as a binder for core and melting sands, briquetting compositions, case hardening compounds, abrasive compositions, thickening agents, impregnating compositions for paper and paper box board, and coal treatment.

Natural Alpha Tocopherol Declared an Anti-Oxidant

The major anti-oxidant present in Mangona shark liver oil has been identified as alpha tocopherol (vitamin E) thereby suggesting that tocopherol may act as an anti-oxidant in other oils, especially those of vegetable and fish liver origin. The extraction is carried out by means of absolute ethanol and petroleum ether.

SS Nitrocellulose Is Now Available Without Priority

SS nitrocellulose is available without priorities or allocations for the first time since the start of the war, according to a recent announcement.

Comparable with RS nitrocellulose in film strength, SS nitrocellulose is superior to the RS type in solubility range and compatability with certain resins, especially the alcohol-soluble resins. It is available in four viscosity types (¼", ½", 5-6" and 40-60") and is entirely soluble in anhydrous SD#1, although a small amount of an ester solvent such as ethyl acetate is required to clear up the slight haze.

Use of SS nitrocellulose is indicated in printing inks and in coating paper and fabrics in conjunction with drying equipment to prevent a water blush and wherever large percentages of alcohol occur in the formula. Formulations paralleling those for RS nitrocellulose can also be made with this product.

Improved Water Repellency Claimed for Textile Finish

GREENVILLE, N. C. — A patent has been awarded to an inventor here for a highly water-repellent textile finish which is claimed to retain this property upon repeated launderings, to have no effect upon the permeability of textiles to air, and to provide a full handle in the textile without harshness and with any degree of stiffness desired.

The process involves treating the textiles with an aqueous emulsion of a cellulose derivative containing both ethoxy groups and higher fatty acid groups (12 carbon atoms or more) dissolved in a volatile solvent, drying the textile and heating it to fuse the composition into the fibers. An 80-20 mixture of xylene and butanol is suggested as the solvent.

New Process Developed for Determining Water in Glycerol

A new process has been developed for the determination of water in glycerol. Approximately 50 grams of glycerol are weighed in a pear-shaped distillation flask with pieces of porcelain, 25 cc. of butanol are added and the mixture distilled, shaking the flask after the temperature drops below boiling point. The end of the distillation in the analysis of technical glycerol is determined by the appearance of a yellow drop of such glycerol on the thermometer bulb. The flask is next cooled, weighed and the content of water determined from the loss in weight.

New Insulating Material For Use in Sheet Form

EAST PITTSBURGH, Pa. — A patent has been awarded to a company here for a new insulating material that is claimed to be suitable for use in sheet form. It is made by binding mica flakes under the action of heat and pressure by use of a mixture of 2 to 30% gum elemi, melting about 35°, and about 98 to 70% of shellac dissolved in at least nine times as much of a solvent mixture of 50 to 95% alcohol and 50 to 5% ethyl acetate.

Increasing Utility of Ethanol Shown By Recent Patents

Alcohol Plays Important Part in Many Varied New Processes

The most universally used solvent with the exception of water, ethanol is not only playing a vital role in the war but continues to find many new uses in a wide variety of fields. A few of the more interesting applications recently discovered are outlined herewith according to claims set forth in patents.

Among a number of new uses for ethanol in the drug field is one where this solvent is used in an improved procedure for the preparation of concentrated tocopherol. Ethanol is added, together with a catalyst to a crude mixture containing tocopherol. The mixture is heated and the excess alcohol and reaction products separated by distillation.

Bactericidal Composition

For use in oral surgery, an inventor has devised a stable hemostatic, analgesic and bactericidal composition which utilizes ethanol. It includes tannic acid, chlorobutanol, sulfanilamide, ethanol, glycerol and water.

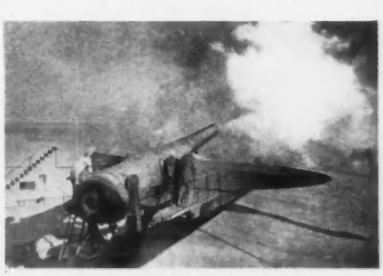
A dental impression material of high resiliency is said to be obtained through the mixture of three parts of dry ethyl methacrylate with one part of ethanol. Ethanol is advised for this application because it contributes such a low causticity factor.

A rapid method for determining glycerol in crude glycerol and in soap lyes has been developed in which the sample is evaporated first after addition of ethanol, and secondly after addition of ethyl ether. The sample is weighed at the start and after drying.

A new use for ethanol in metal fabrication is as a solvent in a process for inhibiting corrosion. Articles to be treated are first cleaned in an emulsified solvent mixture bath, then dipped into an aqueous solution containing sodium nitrite with a wetting or detergent agent comprising sodium oleyl sulphate in a borneol terpene and ethanol solvent.

Useful products for the manufacture of plastics and resins can be extracted from wood and other lignin-containing materials by the use of ethanol. Such materials are subjected to the action of ethanol in the presence of a catalyst, the resulting solution filtered, the filtrate extracted, and the extract treated to isolate certain high boiling liquid and/or crystalline products.

(*Continued on next page*)



Vital in gunpowder production, ethanol also serves many other war-important uses.

September ★ **U.S.I. CHEMICAL NEWS** ★ 1943

New Ethanol Uses

(Continued from preceding page)

Another interesting use for ethanol is in the production of a transfer sheet comprising a carrier sheet of "Cellophane" and a transferable film on one side. The film is composed of two layers, the first of which is produced by the application of an alcoholic varnish composed of shellac gum, Sandarac gum, ethanol, butanol, glycerol and castor oil in which is suspended titanium dioxide, zinc oxide, chalk and china clay. The second coat is produced by the application of an alcoholic varnish composed of shellac gum, Pontianak gum, ethanol, toluol, ethyl acetate, methanol, glycerol and dibutyl phthalate.

Sheet materials having a basis of cellulose acetate or like film-forming substance are also produced with the aid of ethanol. The desired film is cast on a glass plate which has been coated with a 50% solution (by weight) of triethanolamine oleate in ethanol.

In another new process ethanol aids in the preparation of new hydroxyl-containing terpene ethers. An unsaturated terpene is brought into intimate contact with oxygen and ethanol and reacted.

Ethanol is also used in separating the constituents of animal and vegetable oils. A mixture of fatty material containing alkali soaps in aqueous ethanol is run counter-current to a chlorinated hydrocarbon. The solution is acidified, fatty acids are removed by counter-current extraction, and the residual liquors distilled to remove ethanol, which is recycled.

A new procedure for the production of crystalline sodium glutamate involves treating a sodium compound, such as sodium hydroxide, in the presence of water with glutamic acid. Previously formed sodium glutamate crystals are added to the solution and ethanol added over a period of several hours to maintain a small but definite super-saturation.

In a recently patented method of purifying starches, a suspension of maize starch in a hydrophilic solvent for fatty acids is refluxed for one hour and filtered. The process is repeated twice, using ethanol and methanol respectively, and the final residue vacuum-dried.

Sulfonates can be fractionated by the action of an aromatic hydrocarbon and 50% ethanol, according to another inventor. Two phases are formed which are separated, and that containing the hydrocarbon is distilled to recover the sulphonates.

New Process for Isolation Of Sterols from Fats, Oils

AMES, Iowa — What is described as an economical, practical method for separating sterols containing one reactive double bond from fatty and oily mixtures has been patented by an inventor here.

After a preliminary treatment in which the sterol content is converted to the form of free alcohols (when not already in that state) and a large bulk of the saponifiable fraction removed, the mixture is dissolved in a substantially anhydrous solvent such as acetone. The solution is then treated with a strong, monobasic anhydrous acid which contains no oxygen to form a precipitate of acid addition products of the sterols. The precipitate is then separated from the solution and treated with an alkaline ion.

Method for Making Improved Filter Layer for Photo Films

ROCHESTER, N. Y. — A new method of incorporating dyes or other coloring materials in non-sensitive photographic layers to make them light-absorbing has been patented by three inventors of this city.

Essentially the process consists of dissolving the dye in a medium boiling organic solvent, preferably butyl acetate, and adding a second solvent which has a very high boiling point, such as butyl phthalate, to the solution. Then the solution is emulsified in water containing a wetting agent or in a dilute gelatin solution to form a dispersion of the dye and the solvents. The medium boiling solvent is removed by heating and the dispersion added to a gelatin solution which is coated on a suitable support.

Vinyl Resin Coatings Made According to New Method

SOUTH CHARLESTON, W. Va. — A process has been patented by an inventor here for making fluid coating compositions containing vinyl resins in which gels are formed at ordinary temperatures.

The composition comprises minute gel particles consisting of vinyl resins combined colloidally with certain organic liquids, the particles being suspended in water containing an emulsifying agent. One organic liquid consists of a gel phase vinyl resin, dibutyl phthalate and toluene and a water phase.

TECHNICAL DEVELOPMENTS

Further information on these items may be obtained by writing to U.S.I.

Glass fiber packing has been developed to replace Raschig rings in the rectifying columns of distilling equipment. The glass is placed in large expanded-metal baskets which fit one over the other inside the columns. **(No. 730)**

U S I

A synthetic rubber hose has been developed for handling petroleum products and liquids which ordinarily act as solvents for rubber by gravity or low-pressure feed. Suited for service at temperatures to 70°F. below zero, the maker claims that it will not crack or disintegrate when exposed to sunlight or heat. **(No. 731)**

U S I

An oil concentrate based upon mineral oil is offered as an inhibitor for addition to any good grade of lubricating oil. It is said that oil to which the material has been added will withstand higher temperatures without vaporizing. This product is also claimed to prevent formation of hard carbon and promote spreading and wetting action. **(No. 732)**

U S I

Two new non-quota oils are said to be available as extenders for linseed oil which are capable of replacing that fairly scarce commodity to the extent of 20-50% in paint and varnish formulations. These products are described as readily emulsifiable, having good alkali and water resistance, and drying at least as well as linseed oil. Further, it is said that they do not body or polymerize on heating so are recommended as check-back oils. **(No. 733)**

U S I

A sealing material in powder form has been developed which mixes with water for repairing cracks and openings in concrete and masonry. It is said to dry without shrinking and set hard in two to three hours. **(No. 734)**

U S I

A waterproof adhesive-coated tape made of wet-strength or string-filled kraft is offered for use on water-resistant product containers. The tape is said to adhere tightly and withstand temperatures from minus 25° to plus 180°F. **(No. 735)**

U S I

A meter for reading gloss on painted surfaces, enamels, lacquers, metals, wood, paper, plastics and glass has been developed. This meter is said to read high, medium or low gloss between 0 and 100 per cent in comparison with a standard reference plate. Readings can be made of specular gloss, contrast gloss, and gloss in terms of distinctness of image and absence of bloom, it is claimed. **(No. 736)**

U S I

A rust-proofing material is offered for application to all metal and painted surfaces which is claimed to be impervious to all weather conditions and salt spray tests. **(No. 737)**

U S I

A formaldehyde-carbohydrate condensation product in the form of a finely divided soft white powder has been developed which is said to be resistant to decay, mold growth, heat and many chemicals. The maker claims it is suitable as a filler and extender for cements, paints, adhesives, rubber, and as an absorption base for extending colors. **(No. 738)**

Dow Chemical Co. expands in Eastern territory

The steady growth of users of Dow Chemical Co., Midland, Mich., products in the eastern area necessitated the opening of additional Dow Chemical offices. The company has maintained offices in New York for several years which have been under the management of Ralph E. Dorland, a veteran of 26 years' service at Dow.

Ralph E. Dorland

Mr. Dorland, not wishing to take the responsibility of opening additional offices requested that an Eastern sales manager be appointed, although he was willing to continue as manager of the New York office.

The officials of Dow have therefore appointed Clayton S. Shoemaker as Eastern sales manager and Fred A. Koch as assistant Eastern sales manager, both with headquarters at 30 Rockefeller Plaza, in New York.

Clayton S. Shoemaker Fred A. Koch

Mr. Shoemaker has been associated with Dow for a number of years in various sales executive positions; Mr. Koch has been assistant manager of the New York sales office for 15 years.

New offices will be opened shortly in Philadelphia and in Boston, with Alexander Leith, Jr., in charge of the former and Alfred A. Lawrence as manager of the Boston office.

Flavoring Extract Mfg's Ass'n monthly dinner meeting

The Flavoring Extract Manufacturers' Association of California held their monthly dinner-meeting at the Los Angeles Athletic Club, their regular meeting place hereafter, on the night of August 19, Charles S. Marston, Jr., Neil Flavoring Laboratory, Los Angeles, association president, presiding. There was a good attendance.

The principal speaker was R. S. Roe, chief of the Southern California division of the Federal Food & Drug Bureau, who was accompanied by his principal assistant, Mr. Hart, who spoke briefly. In his address Mr. Roe discussed the history, organization and vast scope of the Bureau and told of some of his personal experiences in connection with its operation. He dealt especially with the work during the present national emergency. Mr. Roe declared that it was his experience that very few manufacturers are guilty of wilful misconduct or deliberate adulteration or fraud. Usually, he said, the wrong doing was the result of a technical error or something of that sort. He said that he had found that contacts with trade groups was of immense value to the work of the Bureau and he appreciated the opportunity of addressing them. A very lively, and friendly and profitable round-table discussion followed.

Frank Fetsch, King's-X, Inc., Los Angeles, program chairman, reported that he would be ready at the next meeting to make a definite report on the kind of subject (technical, sales, current events, etc.) desired by the membership as revealed by a recent questionnaire.

Group formed to study sulfonated oils for WFA

A task group representing manufacturers of sulfonated oils is cooperating with the War Food Administration in a study of the interchangeability of these oils in relation to essential end uses. The group, named at a recent meeting of the Sulfonated Oil Manufacturing Industry Advisory committee, will compile a list of end uses where one sulfonated oil can be substituted for another; and also a list of end uses where substitutions would be impractical.

This information will enable WFA to make allocations of specific oils for sulfonation on a basis of absolute necessity and protection of short supplies.

Members of the task group assigned to the study of interchanging oils are: G. J. Desmond, Jacques Wolf & Co.; J. M. McChesney, Lea Tex Chemical Co.; and F. C. Scholler, Scholler Bros.

Chicago Drug & Chemical Golf Tourney held at Olympia Fields Club

The Chicago Drug and Chemical Golf Tourney held August 20 at the Olympia Fields Club, brought out 80 members and guests. Prize winners were: Class A, D. K. Olin, of Service Stores; Class B. Walter Nay, of Mallinckrodt Chemical Works; Class C, Charles R. O'Malley, of *Drug Topics;* Class D, Z. D. Soppenfield, of A. B. Wrisley Co. Guest prize winners were Robert Little, W. Miller and J. McWhorter.

B. T. Bush wins BIMS golf tournament, Aug. 24th

B. T. Bush, president of Bush Aromatics, Inc., New York, was No. 1 on the prize list at the second and final 1943 BIMS golf tournament held August 24 at the Garden City Country Club, Garden City, L. I. Mr. Bush was winner of the grand prize, a $25 War Bond. Martin Schultes of the Hewitt Soap Company, chairman of the New York BIMS, announced that about 100 members and guests attended the golf party and that 26 prizes, all war bonds and stamps, were distributed.

Low gross for the day was won by Peter Forsman of C. H. Forsman Co., with a 75 followed by Ross White of The Rowell Company and Ed Bush of Bush-Pan America, Inc.

Other prize winners included H. F. Herman, General Dyestuffs Corp.; James McInnes, Jr., Commercial Solvents Corp.; Dudley Shaw, Allen B. Wrisley Co.; William Edsall Terry, American Coating Mills, Inc.; William Schott, Socony Vacuum Co.; C. R. Keeley, Beauty Fashion; Frank Nicholson, Richardson-Taylor Globe Corp.; Frank Mahr, Norton Laboratories, Inc.; Fronk Green, National Aniline Div.; Louis Bezard, Houbigant Sales Corp.; John Ritchie, Pepsi Cola Corp.; Harold Robinson, Whittaker, Clark & Daniels, Inc.; William Lambert, American Perfumer; Robert Kramer, Evans Chemetics, Inc.; David Stewart, Jr., Yardley & Co., Ltd.; Charles Everett, Le Sonier, Boston; Herbert Georgi, Houbigant Sales Corp., Rudolph Berls, McKesson & Robbins, Inc.; Howard Mickle, Evans Chemetics, Inc.; Walter B. Smith, Affiliated Products, Inc.; J. E. Stevens, Assn. American Soap & Glycerine Producers, Inc.; and F. J. Greene, General Electric Co.

OPA appoints a glassine and greaseproof industry advisory committee

A glassine and greaseproof paper industry advisory committee has been appointed by the OPA.

The members selected are: John J. Riegel, Riegel Paper Co.; Marvin Preston, Thilmany Pulp and Paper Co.; Robert F. Nelson, Glassine Paper Co.; Folke Becker, Rhinelander Paper Co.; Paul More, Westfield River Paper Co.; N. G. Teren, Oregon Pulp and Paper Co.; Paul Hadgdon, Deerfield Glassine.

O. C. Olin named sales manager of Revlon Products

Oscar C. Olin has been made sales manager of the Retail Division in Revlon Products Corp., according to an announcement by Albert A. Katz, general sales manager of the firm.

Prospects of toilet goods discussed by S. L. Mayham at CDSA meeting

At a meeting of the Chain Drug Stores Association to be held on September 8 to 10 at the Waldorf-Astoria, New York, the subject of grade labeling will be taken up in detail.

Among the speakers scheduled to speak are: Chas. A. Halleck, on Grade Labeling; A. S. Knapp, Knapp Monarch Co., on "Post-War Prospects—Electrical Appliances in Drug Stores;" S. L. Mayham, executive secretary of the Toilet Goods Ass'n., on "Current and Future Prospects of Toilet Goods"; Harold H. Green, of the General Electric Co., "Post-War Merchandising on Home Lighting."

R. E. Skillern, president of Skillern & Sons, Dallas, Texas, is slated for president of the association.

J. J. Howbridge named general manager of Artra Cosmetics

The Schering Corp., Bloomfield, N. J., has appointed John J. Howbridge general manager of Artra Cosmetics, Inc., a wholly-owned subsidiary of the Schering Corp. Mr. Howbridge was formerly assistant manager of the professional service division at the parent company.

Chemical Developments Corp. announces additions to staff

Chemical Developments Corp., Dayton, Ohio, has announced that Melvin A. Crosby has been appointed chief engineer. Other recent additions to its technical staff are: Gordon M. Williams, John R. Fisher, Jr., and Elizabeth D. Strickland, research chemists, and Dr. Lena Ranis Ziegler, patent chemist.

Miss Diane Wheeler joins Revlon Products Corp.

Miss Diane Wheeler will handle publicity for Revlon Products Corp., according to an announcement by Helen Golby, advertising manager. Miss Wheeler was formerly with Primrose House, Inc.

Merck employees buy jeep for Army with war bonds

Workers in Factory No. 17 at the main plant of Merck & Co., Inc., Rahway, N. J., recently presented a Jeep to the U. S. Army which was purchased through their subscriptions to War Bonds and Stamps in addition to their regular subscriptions under the company's Payroll Deduction Plan.

The presentation was made at a brief ceremony at which Ernest C. Bartell, chairman of the Merck Labor-Management War Production Drive Committee, introduced Christian Nielsen, chairman of the "Buy a Jeep Savings Club" of Factory No. 17, who turned the Jeep over to the U. S. Army representative with a brief speech on behalf of his fellow workers.

President George W. Merck, on behalf of the management, presented a plaque to the workers of Factory No. 17 to commemorate the event.

Van Dyk Chemical buys former Napier Hat building for aromatics mfr.

A plant at Main and William Streets, Belleville, N. J., established in 1900 by the Napier Hat Manufacturing Company and containing about 46,000 square feet of work space in a brick and re-enforced concrete building has been purchased by the Van Dyk Chemical Company of Jersey City. The chemical firm will make extensive alterations and manufacture synthetic aromatic chemicals for the cosmetic trade.

Monsanto Chemical expands facilities for manufacture of phenolic plastics

Monsanto Chemical Co. has received the approval of the War Production Board, John C. Brooks, vice-president, announced recently, for the construction of additional manufacturing facilities for Resinox phenolic resins and moulding compounds at the company's Springfield plant. The increased capacity will be devoted entirely to high-priority war applications and will not relieve the critical situation on phenolic materials, Mr. Brooks said.

All plastic manufacturing activities of Monsanto are consolidated at the Springfield plant.

Society of Chemical Industry to hold dinner Oct. 22

Committees have been appointed for the handling of the dinner to be held Oct. 22 in honor of Wallace P. Cohoe, newly-elected president of the Society of Chemical Industry, Foster D. Snell, chairman of the American Section has announced. Dinner reservations will be handled by J. W. H. Randall, 50 East 41st St., New York.

Southwestern Supply Co. plant is destroyed by explosion of naphtha

Exploding barrels of naphtha stored in the Southwestern Supply Co. plant at Southgate, Calif., rocked the neighborhood late in July. The one-story plant which was used to extract oil from mustard seed to make glycerin, was destroyed. Firemen, however, prevented the igniting of five huge naphtha storage tanks. Damage from the explosion was estimated at $50,000.

C. R. Meyers to head wholesale drug div., Magnus, Mabee & Reynard

As a step in a series of expansion moves, Magnus, Mabee & Reynard, Inc., 16 Desbrosses Street, New York City, essential oil, flavor and perfume oil house, has established a separate wholesale drug sales division under the supervision of Charles R. Meyers, who resigned as assistant sales manager of the William S. Merrill Co. before assuming his new post with M M & R.

Charles R. Meyers

As director of Wholesale Drug Sales Division, Mr. Meyers will supervise sales of M M & R products to drug wholesalers, hospitals, colleges and drug chains.

Prior to his association with William S. Merrill Co., Mr. Meyers was with Merck & Co. for a period of ten years. He joined that company as a salesman after several years of contact work among retail druggists. He rose through the ranks to become assistant director of field sales.

The formation of this new M M & R sales division under Mr. Meyers will provide a better opportunity for Mr. Rowland C. Ringgold, M M & R's assistant to the president, to continue his field work with wholesale druggists and to assume additional important supervisory functions of post-war planning relegated to him by Percy C. Magnus, the firm's president.

Changes in management of Brunswig Drug Co. announced

The Brunswig Drug Co., Los Angeles, Calif., has announced the following changes in management: Alexander Field has resigned as president to become chairman of the Board of Directors; Roy V. Schwab, vice-president and merchandise manager, becomes president. Harold E. Moore, vice-president and general manager, will hereafter be known as executive vice-president and general manager; R. G. Redmond, secretary, becomes vice-president and secretary. There will be no change in operating policy, it was announced. President Schwab will direct all buying, inventory controls and participate in sales direction. Mr. Moore will direct personnel, general operations and participate in sales direction. Mr. Redmond will direct finance and accounting.

These changes had been arranged before the death of Mr. Brunswig.

Paul Mayfield promoted to assistant sales manager

Paul Mayfield, director of sales of the naval stores department of Hercules Powder Company, has been appointed assistant general manager, A. E. Forster, department general manager, announced today.

Paul Mayfield

Mr. Mayfield, who joined Hercules in 1926 as a chemist, has served as naval stores sales director since 1939.

Originally with the company's Cellulose Products Department, he went around the world for Hercules in 1930, specifically investigating Hercules' cellulose products and naval stores possibilities in Australia and New Zealand. He was subsequently transferred to Chicago to supervise the sale of cellulose products, and in 1934 he was appointed manager of the Chicago naval stores branch office. He returned to Wilmington in 1936, as assistant director of sales for the department.

Kathleen Spencer Cory joins Paul Dreifuss organization

Kathleen Spencer Cory, formerly associate department manager of cosmetics in charge of fashion display at R. H. Macy & Co., New York, has resigned to become general manager of Paul Dreifuss Agency, in charge of promotion.

National Beauty and Barber Mfg's Ass'n to hold annual convention

After a record-breaking first year the National Beauty and Barber Mfg's Ass'n held its annual Convention in Chicago at the Hotel Sherman, September 12 and 13, which preceded immediately the Convention of Beauty and Barber Supply Institute, to be held Sept. 14 at the Palmer House.

Among the scheduled speakers are C. A. Williard, deputy chief, Drugs and Cosmetics Section, Chemicals Division of the WPB, and Thomas E. Manwarring, consultant, Glass Container and Closure Section of the WPB. C. A. Willets of the Service Equipment Division, WPB, is also expected to speak.

Outlook dark for easing in beauty shop supplies

The War Production Board held out little hope to the beauty shop operators on August 23 that beauty shop supplies would be eased.

Speaking before 500 delegates to the conference of the National Hairdressers and Cosmetologists Association, C. A. Williard, deputy chief of the Drugs and Cosmetics Branch of the WPB, said there would be no immediate change in priorities since "we do not have the volume of metal needed to satisfy both military and civilian requirements."

Mr. Williard also pointed out that even though the beauty shop was desirable from the standpoint of morale the shortage of alcohol and oil products together with a scarcity of containers, made it necessary for shops to conserve on materials.

Scandia Cosmetics Corporation acquires new home

The Scandia Cosmetics Corporation has bought recently a modern six-story building at 44 East 52nd Street, New York City, and will take occupancy of its new home after October 1.

Container conservation campaign to be concern of WPB

The container shortage problem has become so acute that War Production Board officials are showing considerable concern, some of them going so far as to predict that, unless something is done soon, there will be danger that the lack of containers is going to interfere with production.

No small part of this shortage is due to the wasteful habits of industry in regard to taking better care of containers. A campaign to impress this fact upon industry is being prepared and is about to break.

One feature of the plan is the establishment of a used container section in WPB which will take charge of the used containers no longer needed by the recipient of the merchandise and see that they are made available to other users who do need them. The program will be all-inclusive, extending all the way from paper bags to steel drums.

Munier, Inc., New York, N. Y., formed to deal in hair tonics

Munier, Inc., New York, N. Y., has been formed with a capital of $20,000 to deal in the manufacture of hair tonics.

La Floreal Parfum Sales Co. now incorporated

La Floreal Parfum Sales Company has been incorporated in Los Angeles county, with a capital of $100,000. Directors are: Marian L. Mitchell, Evelyn Myers and Eva Noriega, all of Los Angeles.

Dr. A. B. Pacini appointed to cosmetics committee of OPA

Dr. Albert B. Pacini, general manager of the Jersey City, N. J., plant of the American Home Products Corp., has been appointed a member of the Industry Advisory Committee on Cosmetics of the OPA, according to an announcement made by Alvin G. Brush, chairman of American Home Products Corp. Dr. Pacini was formerly a $1 a year man with the cosmetics section of the WPB.

Natl. Beauty and Barber Industries Ass'n changes name

In order to avoid confusion with other organizations in the beauty industry, the National Beauty and Barber Industries Association has changed its name to National Beauty and Barber Manufacturers' Association. It was also felt that the word "Manufacturers'" properly belongs in the name of a manufacturers' association and that the word "Industries" sounded too inclusive.

Northam Warren moves cosmetic plant to White Plains

To provide for the rapid expansion of its War Works Division and at the request of the Government that the company devote more of its facilities in Stamford to the manufacture of critical war materials, the Northam Warren Corp. transferred the production end of its Cosmetics Division to White Plains, Sept. 6, and will be located at 155 Grove St.

"Demand for our cosmetic preparations," Mr. Warren said, "has grown steadily in the last six months. . . . The problem of finding alternate materials has been solved."

Large soap companies in favor of soap rationing

Agitation for soap rationing is being revived. The three large soap companies, Procter & Gamble, Lever Bros. and Colgate-Palmolive Peet, together with OPA, seem to favor it. The WFA, which controls fats and oils, and the soap packers, who market their own private brands, are against it. Colgate, long a holdout, has just recently joined the rationing camp.

Instead of rationing, WFA wants the soap makers to eke out their raw materials of fats and oils with alkalies, particularly waterglass. This would mean a general revision of price ceilings to allow for quality deterioration. OPA said, and consequently does not favor this idea. The soap companies are against it on account of their large investment in high-quality alkali-free brands.

Obituaries

Mrs. George Merck

Mrs. George Merck, widow of the founder and first president of Merck & Co., Inc., died at her home in Llewellyn Park, West Orange, N. J., on August 21. She was 77 years of age.

Born in Antwerp, Belgium, November 1, 1866, Mrs. Merck came to this country with her husband, George Merck, who established the drug and chemical house of Merck & Co. in 1891, and who later started development of company's main plant, at Rahway, N. J.

Among her interests was the Girl Scouts of New Jersey, the New Jersey League of Women Voters, the Orange Memorial Hospital, in which she established a pharmacy in memory of her husband who died on September 26, 1926. In its early years she served as a member of the Board of Governors. She also had served on the Board of Education of New Jersey.

Mrs. Merck is survived by four children, 16 grandchildren and three brothers and three sisters. Her son, George W. Merck, of West Orange, N. J., is president of Merck & Co., Inc.

Benjamin R. Kline

Benjamin R. Kline died Aug. 5 in Oakland, Cal., from a heart attack. Mr. Kline, manufacturer of perfumes, powders and creams, had been at his office the entire day on which his death occurred.

He is survived by his brother, Maurice Kline, and his sister, Fanchon Kline.

Joseph J. Wilson

Joseph J. Wilson, the chief engineer of the Vadsco Sales Corp., died August 9. Mr. Wilson was 76 years of age.

Albert Moss

The officers of the Standard Rate & Data Service have announced with deep regret the death of Albert Moss, who had been associated with the company as executive vice-president for many years.

John L. MacIver

John L. MacIver, general sales manager of the United Drug Co., Boston, died last month after a brief illness at 49 years of age. He had been associated with the company for 24 years, and became general sales manager in 1941.

Clarence J. Huff

Clarence J. Huff, vice-president in charge of sales of Procter and Gamble, Cincinnati, Ohio, since 1938, died very suddenly at his summer home at Hampton, N. H., August 17. His death closed a career of 53 years with the company.

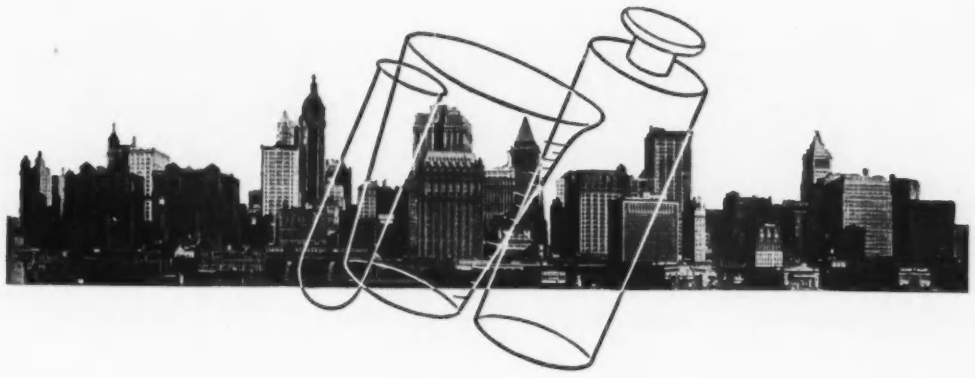
In 1890, Mr. Huff joined Procter and Gamble as an office boy and clerk in the Boston Sales Office. In 1896, he became a retail salesman, traveling throughout New England. He later went to New York as a jobbing salesman and came to Cincinnati in 1912 as manager of the Central Sales Division. In 1932 he was named general sales manager and later, vice-president in charge of sales.

Theodore J. Schmidt

Theodore J. Schmidt, Brooklyn special representative of the industrial department of Colgate Palmolive Peet Co., died recently at the age of 58. Mr. Schmidt had been connected with the company for 27 years.

David Mitchell

David Mitchell for many years president of Prichard & Constance, Inc., manufacturers of perfume products, died recently.



Spearmint, Peppermint Oils Scarce

WHILE numerous price movements featured the market for various materials used by perfumers, cosmetic and flavoring extract manufacturers, major suppliers were confronted with a serious problem of meeting deliveries. Because of the war, which has long since cut off the supply of a long list of imported items, local houses have exercised a cautious policy in an effort to conserve many of these articles.

Today they are confronted with new and greater problems in view of growing shortages of domestic articles due to a combination of circumstances including shortage of manpower, and the fact that materials of war have over a period of months required increasing quantities of basic materials normally used for civilian purposes.

Three major domestic items in the essential oil market are exceedingly firm and scarce; namely, spearmint, peppermint and lemon.

HIGHER CEILINGS SOUGHT

Mint oils, unobtainable in the spot market, have for many weeks been under discussion by growers, OPA officials and dealers, as interests in the country sought to obtain higher ceilings than OPA had originally planned.

Some interests in the country predict the New York market will continue to be bare of peppermint and spearmint oils if OPA fails to fix ceilings at a level which would permit a fair margin of profit to the producer. In the case of peppermint oil, producers maintain that on the basis of present costs, a ceiling of $7 per pound would be necessary.

Department of Agriculture estimates place this year's mint-oil production at 1,108,000 pounds in contrast to 1,700,000 pounds last year. Output of peppermint oil is estimated at 885,000 pounds this year as against 1,365,000 pounds last year.

With dealers and producers already under considerable pressure to meet the demands for lemon oil, the War Food Administration purchased two lots of distilled lemon oil amounting to 100,000 pounds, it was revealed in that agency's report for August 18 and 19. Shortage of labor has tended to make it more difficult for producers to meet rising demands, and local distributors made it clear that under the circumstances, it would be impossible for them to entertain new inquiries.

OTHER DOMESTIC OILS STRONG

Other domestic oils displaying considerable strength included wormseed, cedarleaf and sweet almond. New collections of a number of domestic drugs which in some cases have been used to replace items formerly imported from Europe are falling considerably short of expectations. Despite dealers efforts to stimulate collections by offering to pay higher prices, gatherers in some instances have been asking 15 cents a pound over dealers' ceiling prices.

Some ray of hope appeared toward the close of last month, however, when indirect reports from the Drugs and Cosmetics Section, WPB, indicated that the glycerin allotment would be increased to 80 per cent in September, and there may be an increase in the salicylates allotment to 90 per cent in October.

In the light of continued restrictions covering the use of glycerin, the action of the Commodity Credit Corporation in requesting brokers to solicit bids on 2,341,506 pounds of soap lye crude, and 1,812,400 pounds of dynamite glycerin caused considerable concern.

GLYCERIN SITUATION EASED

Under Food Distribution Administration regulations, soap manufacturers are compelled to recover the glycerol content of fats saponified, but since many of the smaller soap makers do not have the facilities for refining they are dependent upon others who have such equipment to take their material. Thus the offerings by CCC tended to create considerable concern. Glycerin position is rapidly becoming easier and few wish to be caught with substantial inventories should the war suddenly come to an end.

The total of 2,341,506 offered by CCC represented three different parcels. One lot consisting of 17,009 pounds was at Baltimore, another amounting to 964,497 pounds was reported afloat from the Argentine, and the third parcel, amounting to 1,360,000 pounds was about ready to be shipped from Canada. This Canadian lot, while not considered large may be the start of additional shipments to come forward since it is recalled that late last year the United States exported to Canada a total of about 8,000,000 pounds.

VANILLA BEAN SITUATION

No Bourbon vanilla beans have been shipped from Madagascar and it is difficult to say when such a shipment will be arranged under political conditions prevailing in the Island. Demand for the Mexican varieties has been fairly steady and stocks in the hands of local dealers are rapidly being reduced. According to advices from Mexico new crop beans are beginning to drop from the plants because of dry weather during the growing period.

PRICES IN THE NEW YORK MARKET

(Quotations on these pages are those made by local dealers, but are subject to revision without notice)

ESSENTIAL OILS

Almond Bit, per lb.	3.50@	4.00
S. P. A.	4.75@	5.10
Sweet True	1.85@	2.35
Apricot Kernel	.45@	.50
Amber, rectified	1.35	Nom'l
Angelica Root	125.00@	150.00
Anise, U. S. P.	3.85	Nom'l
Imitation	2.00@	2.10
Aspic (spike) Span.	4.00@	4.80
Avocado	.90@	.95
Bay	1.75@	2.50
Bergamot	25.00	Nom'l
Brazilian	10.00@	
Artificial	4.00@	9.25
Birch, sweet	2.40@	4.25
Birchtar, crude	2.25	Nom'l
Birchtar, rectified	4.25	Nom'l
Bois de Rose	5.00	Nom'l
Cade, U. S. P.	1.35@	1.50
Cajeput	2.00@	2.75
Calamus	22.50@	35.00
Camphor, "white," dom	.30@	.35
Cananga, Java, native	10.50@	11.25
Rectified	12.00@	13.00
Caraway	15.50@	17.50
Cardamon	30.00@	35.00
Cassia, rectified, U. S. P.	12.00	Nom'l
Cedar leaf	1.05@	1.10
U. S. P.	1.55@	1.60
Cedar wood	.65@	.80
Celery	24.00@	26.00
Chamomile	150.00	Nom'l
Cinnamon	10.50@	32.00
Citronella, Ceylon	1.15@	1.35
Java	2.75@	3.25
Cloves, Zanzibar	1.75@	2.00
Copaiba	.80@	.85
Coriander	30.00@	32.00
Imitation	8.00@	14.00
Croton	3.00@	3.75
Cubebs	4.75@	5.25
Cumin	8.50@	10.00
Dillseed	8.00@	8.50
Erigeron	2.15@	2.50
Eucalyptus	1.55	Nom'l
Fennel, Sweet	3.25@	4.00
Geranium, Rose, Algerian	15.50@	16.00
Bourbon	14.00@	16.00
Turkish	4.95@	5.50
Ginger	22.00@	23.00
Guaiac (Wood)	5.00@	6.10
Hemlock	1.25@	1.35
Substitute	.55@	.60
Juniper Berries	15.00@	18.00
Juniper Wood, imitation	.75@	.80
Laurel	5.00	Nom'l
Lavandin	7.75@	8.25
Lavender, French	10.00@	12.00
Lemon, Calif.	3.25@	
Lemongrass	1.10@	1.35
Limes, distilled	6.25@	7.75
Expressed	11.00@	11.75
Linaloe	3.75@	4.10
Lovage	95.00	Nom'l
Marjoram	5.50@	7.00
Neroli, Bigarde, P	340.00	Nom'l
Petale, extra	325.00	Nom'l
Olibanum	5.00@	5.75
Opopanax	3.00	Nom'l
Orange, bitter	5.00@	6.00
Brazilian	1.25@	1.50
Calif., exp.	1.35@	2.25
Orris Root, abs. (oz.)	135.00@	
Artificial	36.00@	40.00
Pennyroyal, Amer.	2.65@	2.80
European	2.50@	3.00
Peppermint, natural	5.50@	5.65
Redistilled	5.85@	6.00
Petitgrain	1.75@	2.25
Haitian	2.25@	
Pimento	4.00@	7.75
Pinus Sylvestris	4.25@	5.00
Pumillonis	4.25@	4.80
Rose, Bulgaria (oz.)	25.00@	32.00
Synthetic, lb.	45.00@	55.00
Rosemary, Spanish	1.75@	3.00
Sage	8.25@	9.00
Sage, Clary	45.00	Nom'l
Sandalwood, East India	5.60@	6.25
Sassafras, natural	2.00@	2.15
Artificial	1.50@	1.80
Snake root	10.00@	12.75
Spearmint	3.50@	3.60
Thyme, red	2.60@	3.25
White	3.25@	5.00
Valerian	30.00	Nom'l
Vetivert, Java	32.00@	35.00
Wintergreen	5.25@	8.50
Wormseed	3.35@	3.50
Ylang Ylang, Manila	38.00	Nom'l
Bourbon type	18.00@	20.00

TERPENELESS OILS

Bay	2.75@	3.00
Bergamot	49.00	Nom'l
Grapefruit	65.00@	
Lavender	28.00	Nom'l
Lemon	40.00@	55.00
Lime, ex.	100.00@	150.00
Distilled	50.00@	67.00
Orange sweet	100.00@	155.00
Peppermint	10.00@	14.00
Petitgrain	3.50@	4.00
Spearmint	5.00@	6.00

DERIVATIVES AND CHEMICALS

Acetaldehyde 50%	1.90@	2.75
Acetophenone	1.60@	1.75
Alcohol C 8	7.50@	10.00
C 9	13.25@	15.00
C 10	7.75@	12.00
C 11	11.50@	15.00
C 12	7.20@	8.50
Aldehyde C 8	22.50@	28.00
C 9	31.50@	32.00
C 10	22.00@	29.00
C 11	22.00@	26.00
C 12	25.00@	30.00
C 14 (so called)	9.00@	9.50
C 16 (so called)	8.25@	9.00
Amyl Acetate	.50@	.75
Amyl Butyrate	.90@	1.10
Amyl Cinnamate	4.50@	5.80
Amyl Cinnamate Aldehyde	2.75@	5.00
Amyl Formate	1.00@	1.75
Amyl Phenyl Acetate	3.75@	4.00
Amyl Salicylate	.85@	1.00
Amyl Valerate	2.00@	2.75
Anethol	2.25@	3.00
Anisic Aldehyde	3.35@	4.00
Benzophenone	1.15@	1.30
Benzyl Acetate	.70@	1.00
Benzyl Alcohol	.75@	1.00
Benzyl Benzoate	1.10@	1.65
Benzyl Butyrate	2.25@	3.00
Benzyl Cinnamate	5.15@	6.00
Benzyl Formate	3.75	Nom'l
Benzyl-Iso-eugenol	10.25	Nom'l
Benzylidenacetone	2.25@	3.40
Borneol	1.80	Nom'l
Bornyl Acetate	2.00	Nom'l
Bromstyrol	5.00	Nom'l
Butyl Acetate	.11@	14½
Cinnamic Acid	3.75@	4.50
Cinnamic Alcohol	3.35@	4.00
Cinnamic Aldehyde	1.65@	1.75
Cinnamyl Acetate	10.40	Nom'l
Cinnamyl Butyrate	12.00@	14.00
Cinnamyl Formate	10.00@	13.00
Citral, C. P.	3.50@	4.00
Citronellol	6.75@	7.00
Citronellyl Acetate	6.75	Nom'l
Coumarin	3.00@	3.50
Cuminic Aldehyde	8.00@	11.25
Diethylphthalate	.24@	.33
Dimethyl Anthranilate	4.55@	5.00
Ethyl Acetate	.25@	.50
Ethyl Anthranilate	5.75@	7.50
Ethyl Benzoate	.90@	1.15
Ethyl Butyrate	.75@	.90
Ethyl Cinnamate	3.60@	4.50
Ethyl Formate	.60@	1.00
Ethyl Propionate	.80	Nom'l
Ethyl Salicylate	.90@	1.00
Ethyl Vanillin	5.25@	6.00
Eucalyptol	3.50	Nom'l
Eugenol	2.75@	3.25
Geraniol, dom.	3.85@	5.25
Geranyl Acetate	3.50@	4.00
Geranyl Butyrate	6.00@	6.85
Geranyl Formate	6.85@	8.25
Heliotropin, dom.	3.35@	6.00
Hydrotopic Aldehyde	15.00@	18.00
Hydroxycitronellal	7.75@	10.00
Indol, C. P.	26.50@	30.00
Iso-borneol	1.00@	1.10
Iso-butyl Acetate	1.25@	2.00
Iso-butyl Benzoate	1.65@	2.70
Iso-butyl Salicylate	2.70	Nom'l
Iso-eugenol	4.00@	4.85
Iso-safrol	3.00	Nom'l
Linalool	7.75	Nom'l
Linalyl Acetate 90%	8.75@	10.00
Linalyl Anthranilate	15.00@	
Linalyl Benzoate	10.50@	
Linalyl Formate	9.00@	12.00
Menthol, Japan	16.00	Nom'l
Chinese	16.00	Nom'l
Synthetic	15.75	Nom'l
Methyl Acetophenone	1.55@	1.80
Methyl Anthranilate	2.50@	2.80
Methyl Benzoate	.70@	1.10
Methyl Cellulose, f.o.b. shipping point	.60	Nom'l
Methyl Cinnamate	2.25@	3.50
Methyl Eugenol	3.50@	6.75
Methyl Heptenone	3.25	Nom'l
Methyl Heptine Carbonate	40.00@	60.00
Methyl Iso-eugenol	5.85@	10.00
Methyl Octine Carbonate	24.00@	30.00
Methyl Paracresol	2.50	Nom'l
Methyl Phenylacetate	3.50@	4.00
Methyl Salicylate	.35@	.38
Musk Ambrette	4.25@	9.00
Ketone	4.40@	9.70
Xylene	1.65@	2.50
Neroline (ethyl ether)	2.00@	3.15
Paracresol Acetate	2.50	Nom'l
Paracresol Methyl Ether	2.60@	3.50
Paracresol Phenyl-acetate	6.50@	8.50
Phenylacetaldehyde 50%	3.00@	3.75
100%	4.50@	5.00
Phenylacetic Acid	3.00@	3.75
Phenylethyl Acetate	3.85@	5.00
Phenylethyl Alcohol	2.50@	3.00
Phenylethyl Anthranilate	16.00@	
Phenylethyl Butyrate	5.00@	7.25
Phenylethyl Propionate	4.25@	6.00
Phenyl Formate	12.50@	18.00
Phenyl Valerianate	16.00@	17.50
Phenylpropyl Acet.	10.00	Nom'l
Santalyl Acetate	20.00@	22.50
Skatol, C. P. (oz.)	5.35@	6.00
Styralyl Acetate	2.50@	3.00
Styralyl Alcohol	9.25@	12.00
Vanillin (clove oil)	2.60	Nom'l
(guaiacol)	2.35	Nom'l
Lignin	2.35	Nom'l
Vetivert Acetate	25.00	Nom'l

Violet Ketone Alpha	18.00	Nom'l
Beta	15.00	Nom'l
Methyl	6.50	Nom'l
Yara Yara (methyl ester)	2.50	Nom'l

BEANS

Angostura	2.50@	3.00
Tonka Beans, Surinam	.70@	.95
Vanilla Beans		
Mexican, whole	9.00@	9.50
Mexican, cut	8.25@	8.50
Bourbon, whole	8.50@	9.00
South American	9.50@	10.00
Tahiti	3.50@	4.10

SUNDRIES AND DRUGS

Acetone	.8½@	.09
Almond meal	.25@	.27
Ambergris, ounce	17.00@	20.00
Balsam, Copaiba	.50@	.54
Peru	1.30@	1.50
Beeswax, bleached, pure U. S. P.	.57	Nom'l
Yellow, refined	.52½	Nom'l
Bismuth, sub-nitrate	1.20@	1.22
Borax, crystals, carlot ton	55.50@	58.00
Boric Acid, U. S. P., cwt.	6.95@	7.55
Calamine	.18@	.20
Calcium, phosphate	.08@	.08¾
Phosphate, tri-basic	.09@	.10
Camphor, domestic	.68@	.83
Castoreum	13.00@	26.00
Cetyl Alcohol	1.75	Nom'l
Pure	2.25	Nom'l
Chalk, precip.	.03½@	.06½
Cherry Laurel Water, carboy	5.75@	6.25
Citric Acid	.21	Nom'l
Civet, ounce	28.00@	49.00
Clay, colloidal	.07@	.15
Cocoa Butter, lump	.25½@	.27
Cyclohexanol (Hexalin)	.30@	.50
Fuller's Earth, ton	15.00@	33.00
Glycerin, C. P., drums	.18¼@	.18¾
Gum Arabic, white	.42@	.45
Amber	.16@	.16¾
Gum Benzoin, Siam	4.00@	4.25
Sumatra	.60@	.65
Gum Galbanum	1.80@	2.00
Gum Myrrh	.60@	.65
Henna, pwd.	.30@	.35
Kaolin	.05@	.07
Labdanum	3.25@	5.00
Lanolin, hydrous	.35@	.36
Anhydrous	.36@	.37
Magnesium, carbonate	.09@	.10¾
Stearate	.24@	.27
Musk, ounce	50.00	Nom'l
Olibanum, tears	.25@	.30
Siftings	.11@	.13
Orange Flower Water, gal.	2.00@	2.50
Orris Root, African, pwd.	1.05@	1.20
Paraffin	.06¼@	.09
Peroxide	1.10@	1.75
Petrolatum, white	.06¼@	.08½
Quince Seed	1.75@	2.00
Rice Starch	.09@	.10
Rose Leaves, red	5.45@	5.75
Rose Water, gal.	6.50@	8.00
Rosin M. per cwt.	4.66@	
Salicylic Acid	.35@	.40
Saponin	2.00@	2.50
Silicate, 40°, drums, works, 100 pounds	.80@	1.20
Soap, neutral, white	.20@	.25
Sodium Carb. 58% light, 100 pounds	1.35@	2.35
Hydroxide, 76% solid, 100 pounds	2.60@	3.75
Spermaceti	.26@	.27
Stearate Zinc	.30@	.31
Styrax	1.60@	1.75
Tartaric Acid	.64	Nom'l
Tragacanth, No. 1	4.25@	4.50
Triethanolamine	.34½	Nom'l
Violet Flowers	1.75@	2.00
Zinc Oxide, U. S. P. bbls.	.10½@	.10¾

OILS AND FATS

Castor No. 1, tanks	.13@	
Cocoanut, Manila Grade, c.i.f., tanks	.0835@	
Corn, crude, Midwest, mill, tanks	.12¾@	
Corn Oil, distilled, bbls.	.15½	Nom'l
Cotton, crude, Southeast, tanks	.12¾@	
Grease, white	.08⅞@	
Lard	.1380@	
Lard Oil, common, No. 1 bbls.	.14@	
Palm, Niger, drums	.08¼@	
Peanut, refined, barrels	.16½	Nom'l
Red Oil, distilled, tanks	.12½@	
Stearic Acid Triple Pressed	.18⅝@	.19⅝
Double Pressed	.15⅞@	.16⅞
Tallow, acidless, barrels	.14¼@	
Tallow, N. Y. C., extra	.08⅝@	
Whale oil, refined	.1232@	

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